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THE EDITOR'S BOX

Ranges and Markets

Reports from the range states as printed in this issue of the Wool Grower indicate generally good prospects in the early part of the season. There is lack of moisture in some localities, but in others an unusual depth of snow remained upon the spring ranges considerably beyond the usual time for its disappearance.

From most sections it is reported that the percentage yield of lambs is below that of last year. Good spring and summer feed should put the crop in good condition for market. If the present prospects for later lamb prices shall be realized, that part of the business will be doing its share to ensure a margin of net returns on growers' investments.

The most serious phase of the present situation is in the low level of wool prices. There have been too numerous expressions of ideas, by some of those in the wool industry and also, it must be confessed, by some poorly informed bankers in wool growing sections, in respect to present wool prices being so much higher than in earlier years. The suggestion that prices for wool or any other commodity can or should be brought back to pre-war figures is unfair to the sheep industry and cannot come from individuals fully conversant with general commercial conditions and who believe in permitting every branch of industry to establish and stabilize itself upon a reasonably remunerative basis.

World Wool Prices

The discussion of wool marketing is continued in this issue by Dean Hill and some association officers. Other statements will be printed as received from association officials and growers, or any others interested in the subject.

If the price at which the Jericho pool was sold indicates what the dealers expect to pay for shorn wools we will have a repetition of last year's developments when wools ready for delivery were taken at prices that enabled the buyers to average down the costs of contract wools. If this occurs it is not unlikely that contracting could be done next year at still lower levels because of the psychological effect in the producing territory where growers and buyers set the prices in the spring months. It is unpleasant to contemplate the ultimate effect of growers' being more anxious each year to make pre-shearing contracts and being willing to accept progressively lower prices. Grower's ideas of values appear to have had no connection with prices at foreign markets and the figures set have unnecessarily surrendered much of the advantage offered by the present tariff.

There is a great deal of merit in Dean Hill's idea of an exchange in which those selling wool at the market could effect some degree of cooperation. This would be analogous to the wool broker's exchanges as at Australian markets, in which the salesmen cooperate with each other as the direct representatives of the large majority of the growers who do not sell at home but ship their clips to the markets to be sold by their agents or brokers.

There is no more thorough or capable student of wool affairs than Dean Hill. The University of Wyoming was the first state institution in this country to establish a professorship for teaching and research work on wools. As occupant of that position, Mr. Hill for many years made exhaustive investigations in the laboratory, at the ranches and shearing sheds, and in the wool markets and factories. His ability won for him the confidence and esteem of Wyoming stockmen and farmers, and caused him to be promoted to his present executive position in which he has maintained his study of wool affairs. His views as expressed in this issue will repay study.

Next month's issue will contain some special material on lamb marketing.

THE CASE OF ARGENTINE 6s

The United States Court of Customs Appeals recently rendered a decision sustaining the claim of the Bigelow Hartford Carpet Company that certain coarse wools from the Argentine, known in the trade as B. A. 6s (Buenos Aires) should be admitted under an import duty rate of 12 cents per pound of clean content and not 31 cents as was argued for by the government lawyers.

It is not considered that the decision is likely to have any far-reaching effect upon the wool market. The case was heard on the basis of the rate of duty to be collected upon a particular lot of wools of the grade referred to above. This importation was made in 1925 and the usual rate of 31 cents per clean pound claimed by the custom officials, according to paragraph 1101 of the Tariff Act of 1922, which reads as follows:

"Paragraph 1101. Wools, not improved by the admixture of merino or English blood, such as Donskoi, native Smyrna, native South American, Cordova, Valparaiso, and other wools of like character or description, and hair of the camel, in the grease, 12 cents per pound; washed, 18 cents per pound; scoured, 24 cents per pound. The duty on such wools imported on the skin shall be 11 cents per pound: Provided, That such wools may be imported under bond in an amount to be fixed by the Secretary of the Treasury and under such regulations as he shall prescribe; and if within three years from the date of importation or withdrawal from bonded warehouse satisfactory proof is furnished that the wools have been used in the manufacture of rugs, carpets, or any other floor coverings, the duties shall be remitted or refunded; Provided further, That if any such wools imported under bond as above prescribed are used in the manufacture of articles other than rugs, carpets, or any other floor coverings, there shall be levied, collected, and paid on any wools so used in violation of the bond, in addition to the regular duties provided by this paragraph, 20 cents per pound, which shall not be remitted or refunded on exportation of the articles or for any other reason. Wools in the grease shall be considered such as shall have been shorn from the sheep without any cleansing; that is, in their natural condition. Washed wools shall be considered such as have been washed with water only on the sheep's back, or on the skin.

"Paragraph 1102. Wools, not specially provided for, and hair of the Angora goat, Cashmere goat, alpaca, and other like animals, imported in the grease or washed, 31 cents per pound of clean content; imported in the scoured state, 31 cents per pound; imported on the skin, 30 cents per pound of clean content."

The Bigelow Hartford Company set up the claim that these wools came under paragraph 1101 and not under 1102, because they were not 'improved' by the blood of British or Merino sheep. Their

contention has finally been sustained by the highest customs court and up to April 23, the government lawyers had not given notice of intention to carry the case to the Supreme Court. The court said:

"We think the important question is the meaning of the expression in the paragraph, 'wools, not improved by the admixture of merino or English blood.' As to that, the government insists in effect that if any inferior native sheep of any country is crossed with a blooded sheep, such as the English Lincoln in this case, the wool produced by the progeny of such cross and by succeeding generations thereof, is improved wool as matter of law, regardless of the fact that in the course of time such wool by the degeneration of the breed, different crossbreedings or other conditions, is, in fact, reduced to the lowest class of wool produced.

"We are unable to adopt that view. The language of the statute is 'wools not improved by merino or English blood,' the meaning of which is too plain to require much interpretation. To improve wool within paragraph 1101 means to raise its quality by crossing the sheep producing it with a superior breed, such as the merino or sheep of English blood. So long as the progeny, direct or remote, of such cross produces as the result thereof a better quality of wool than that produced before the cross by the inferior breed, it is wool improved by such admixture of superior blood. When that result ceases, the wool is no longer improved."

The customs officials of the ports of Boston, New York, and Philadelphia held a conference, subsequent to the publication of the decision, but have not announced whether they will admit all B. A. 6s at the duty rate of 12 cents per pound. Should they do so, such action would not directly affect the market for wools for clothing purposes. B. A. 6s are regularly used for carpets, though it is claimed they may be used to a small extent in some types of garment fabrics. If the decision shall be construed by the customs officers as requiring the admission of all wools of the grade at the 12-cent rate, it could be used as desired by manufacturers not intending to claim refund of the duty as provided for in the case of wools actually used for carpets.

It appears to have been the plain intent of Congress that a duty of 31 cents per clean pound should be charged on all imported wools used for clothing. The language of paragraph 1101 has been used for many years to classify the low grade South American fleeces as carpet wools. But the customs court refuses to consider the intent of those who write laws and proceeds upon the basis of its (the court's) interpretation of the laws as they stand.

When the present law was under study

by Congress in 1921 and 1922 the National Wool Growers Association asked reasonable protection against unequal foreign competition on all wools grown in the United States. Since practically no carpet wools are grown here, the question of duty thereon was primarily a question of revenue, and the committees decided to provide for refund of duties paid on these wools upon proof of their use for carpets, in effect placing them upon the free list.

Since the passage of the law in 1922, question often has been raised regarding the policy of free entry of carpet wools. From a revenue standpoint there are as good reasons for placing an import duty upon material for floor covering which may be regarded as luxuries, as for placing it upon material for making clothing.

It would not be surprising if the recent decision should result in action being taken by the next Congress to place a uniform rate of duty upon all classes of imported wools.

ORDER BUYING AT THE LIVE STOCK MARKETS

The practice of 'weighing-up' live stock by commission firms at stock yards was the subject of an important decision recently announced by the Secretary of Agriculture through the Packers and Stockyards Administration.

The proper handling of buying orders from outside markets has been frequently and seriously discussed for several years at a number of the larger market centers. At some points a majority of the orders from outside concerns are placed with commission salesmen who also receive consignments from shippers. It has been a not infrequent practice for the same house to sell some of its consignments on its own orders received for that day. In such cases the stock might be weighed up for sale on the order either with or without the concern's having solicited bids from the buyers actually present on the market at the time. This custom has raised the question of the propriety of a single commission concern's or its salesmen's setting both buying and selling prices on the same stock and receiving two commissions at the same time.

It is generally conceded that the handling of these outside orders at markets like Chicago has at times been of great service in the establishment of prices by affording competition when the regular buyers at the market were slow to act or appeared to be unduly bearish in their ideas of prices.

Thirteen commission firms doing business at the Buffalo stock yards were notified by the Packers and Stockyards Administration that a hearing would be held on March 10 for a consideration of existing practices in connection with the filling of orders by those firms from shipments for which they also acted as salesmen. The final decision rendered by the Secretary contains the following order:

"That each market agency respondent herein shall cease and desist from the practice of purporting to buy or take title to live stock consigned to it for sale on a commission basis by the use of a method known as 'weighing-up', and shall cease and desist from acting in the dual capacity of agent for the shipper and the ultimate purchaser with respect to the same live stock."

The official order is apparently calculated to prevent any commission house at Buffalo from using its own consignments to fill orders which it may have received. While the principle of the order would appear to be entirely logical and just, the question may perhaps arise as to the practicability of its strict observance or as to the necessity therefor in the full and proper protection of the interests of shippers of live stock. A concern holding orders from other markets apparently will be compelled to fill them altogether by purchase from other concerns. Also, it would be necessary for each house to sell all of its own consignments either to packer buyers or to other order buyers operating on the same market regardless of their being suitable for filling orders held in the same house or whether equally good stock can be purchased from other houses.

If a similar order should be made effective at other markets the ultimate result would depend very largely upon the strength of competition between the different packers and other order buyers.

While the propriety of allowing a commission house to set the price on consigned stock as representative of both buyer and seller is a proper subject of consideration, it has not been shown that shippers have suffered as a result of that practice so far as it has been employed. The Packers and Stockyards Administration should have as its object the obtaining of best results for shippers under conditions as they exist rather than theoretical insistence upon observance of methods that may not be practical in view of other conditions which cannot be altered by the government officials.

PUBLIC SHEARING AT GOVERNMENT STATION

The Annual Field Day Meeting of the U. S. Sheep Experiment Station will be held at the Station on May 31, 1927, to present the results and the development of experimental work that is being carried on at the Station.

The Bureau of Animal Industry is securing from its investigations results that should have a broad application in the solution of important problems now confronting the sheep industry. This meeting provides an opportunity for producers, educators and scientific workers who are interested in the sheep industry to gather for serious consideration of the subjects to which this Station is devoted and which are of vital interest to all who are concerned either directly or indirectly in the welfare of the sheep industry.

The afternoon and evening of Monday, May 30, will be devoted to the technical phase of the Station's work for the benefit of workers of State Agricultural Colleges and Experiment Stations, and the U. S. Department of Agriculture who are interested in the study of range sheep problems. The program will include an open discussion of results on grazing, sheep breeding, lamb production and wool studies, led by the men who are doing this work. Those attending will be welcome to enter into discussion, ask questions and offer criticisms and suggestions on the work.

The Field Day on Tuesday, May 31, will include a practical demonstration of the Station's work. Breeding experiments

with Rambouillets, Corriedales and Columbias will be illustrated by several pens of sheep of each of these breeds. Sheepmen as well as scientific workers, will be interested in the shearing, which will be in progress during the day, and also a trip over the Station range to inspect the progress in grazing and range management work.

Accommodations will be furnished at reasonable rates by Dubois hotels. Reservations will be made for those who request them. Address U. S. Sheep Experiment Station, Dubois, Idaho.

CALIFORNIA RAM SALE AND WOOL SHOW

A wool show is to be held in connection with the association ram sale at Davis, California, June 7 and 8. A number of trophies, totalling \$1500 in value are offered for California fleeces in the classes for different breeds and market grades.

The sale is to be held in a new pavilion recently constructed at the University farm. Hampshire entries number 475 head from flocks in California, Oregon, Nevada and Montana. The Rambouillets are all of California breeding and number 159 head. There are also 148 Shropshires, 101 Romeldales, 10 Delaines and 50 Suffolk-Hampshire cross breds.

AMERICAN ROMNEY BREEDERS TO MEET

The annual meeting of the American Romney Breeders is to take place on June 7, 1927, at University Farm, Davis, California. Secretary Mark Havenhill, in making this announcement, states that in addition to the regular business, such as the election of officers, an entire revision of the present constitution of the association is to be considered as well as a change in its name. Suggestions as to what the new name shall be will be welcomed by the officials of the organization. The change in the name is to be made on account of the fact that the present title, "American Romney Breeders", is said to convey the idea that it is a large sheep company and not an association of breeders. All Romney breeders are earnestly requested to attend this meeting, which will occur in the evening of the first day of the California Ram Sale at Davis.

AROUND THE RANGE COUNTRY

The notes on weather conditions appearing under the name of the various states are furnished by J. Cecil Alter or the U. S. Weather Bureau, and based upon reports and publications of that bureau.

The letters are from interested readers. The Wool Grower welcomes and desires such communications from any part of the country and also invites comments and opinions upon questions relating to the sheep industry and statements of occurrences of importance and significance to wool growers.

WYOMING

Unusually heavy snows for April gravely threatened live stock interests for a time, but the deep snow soon melted, the weather turned warm shortly, and live stock feed was plentiful; thus little permanent harm resulted. Afterward, however the weather was moderately cold and range forage made a slow start, resulting in some live stock shrinkages, and a little loss of lambs and calves. Milder weather at the end of April and the beginning of May brought appreciable improvement but it will take several day's warmth to bring on the pasturage satisfactorily in many sections. Soil moisture is reported abundant, however, in most counties.

Medicine Bow

We had considerable snow and cold weather during the week before Easter and very little new grass started until the last week of April; now it is coming fast. The ewes shrank considerably. Lambing does not commence until the middle of May. Contracts on lambs for full delivery have been made on the basis of eleven cents.

No wool has been sold recently, but early in the year contracting was done around 31 and 32 cents. We have no way of estimating what our wool shrinks, but buyers tell us that it will run about 63 to 64 per cent. Fifteen cents with board is the shearing rate here.

Fourteen dollars has been paid for ewes of mixed ages in this section and \$15 for two-year-olds, all unshorn.

R. E. Chace.

MONTANA

Unseasonably cold, cloudy weather prevailed, and while sheep and most cattle came through the winter in good shape, feed shortages were apparent in many sections due to the delays of the spring forage. Feed shortages were especially noteworthy in northeastern counties. The weather turned warmer just at the close of the month, and the beginning of May, giving grasses a start, but not enough so far to relieve the feed situation very much. The extraordinary cold spell did not greatly affect live stock, though a few lambing losses occurred where shed facilities were inadequate. Soil moisture is plentiful generally, giving a good range outlook when warmth comes for good. A few localities report some poor cattle, but most live stock are considered good.

IDAHO

Vegetation was much retarded most of the month, especially in the southern portion of the State, where pastures and range grasses made a tardy start. Consequently live stock occupied the ranges very slowly, and later than usual. Some early alfalfa was frozen down late in the month in the panhandle section. A few warm days at the end of the month and at the beginning of May were very helpful, and a general improvement in pastures was noted. Feed shortages were becoming more or less serious locally in southeastern counties where pastures were so late.

Hagerman

Wool estimated to shrink from 65 to 68 per cent sold her earlier in the year at from 24½ to 32 cents. No contracting of lambs has occurred here as we do not have any feeders. Some sales of ewes have been reported; \$10.50 has been received for shorn yearlings and shorn older ewes with lambs have gone at \$10. The shearing rate is 12½ cents with board.

There were a few rains early in April, but most of the month has been cold and dry and now, April 26, it is quite hot. Range feed is good, but it is getting a little too tough for lambs.

Florence Live Stock Co.

OREGON

Cold weather has been unfavorable for live stock, and caused a slow growth of the range, especially in eastern areas; in some western sections the pasture lands have been too wet for occupancy. Live stock have thus done only fairly well, and some lamb losses were reported. Sheep shearing has progressed satisfactorily and goat shearing is well along. The alfalfa crop was frozen back in places, along with other hay; but the set-back was only temporary.

Mitchell

Cold nights, windy days and not enough rain is the weather record for April in this of Oregon. Feed on our lamb crop is smaller than in 1926. Feeder lambs have been contracted at prices ranging from nine to eleven cents. A few sales of shorn yearlings have been made at \$10.50 per head.

No wool is selling now. Shearing rate is 12½ cents with board.

Ben Taylor.

John Day Valley

Early lambing is all over in the John Day Valley of Grant County, Oregon, where this year for the first time, many sheep owners practiced shed lambing. Most of the sheepmen this year turned out a lamb for every ewe, and the lambing percentage for the thirty-six bands that early lambled would run very nearly to 100 per cent. Most of the ewes were lambled on alfalfa hay alone, but the ewes with twin lambs were given a liberal feeding of oats after they lambled.

Some of the sheepmen in the Dayville country fed cotton seed cake or corn before lambing in addition to alfalfa hay. Bales Bros. who operate three bands just below Dayville have their lambing sheds located near the river, where there is an abundance of natural shelter from the willows, and have is so arranged that they can lamb three bands at one time, and keep these bands separate.

Early lambing started in this Valley about the middle of February. With possibly one exception, nearly all the sheep in Grant County are fine wool ewes. These lambs at birth this season weighed

slightly less than ten pounds. At this time these lambs are weighing from twenty-five to thirty pounds.

Although the spring has been rather cold and backward with an abundance of rain, the grass is starting unusually good all over the county. Wages for herders are starting out for the season at about \$85.00

D. Richards.

WASHINGTON

The season is a week or two behind the average, and frost or freezing temperatures have hindered the growth of ranges and meadows. Sheep shearing has progressed, and is about over in much of the state. Only a few losses were reported, as this work was done under satisfactory weather conditions as a rule. During the severe cold snap later in the month much grain and alfalfa was frozen back, some of it rather seriously. Fortunately, however, the cold was of brief duration, though vegetation is still much retarded.

Yakima

The weather has now (April 29) warmed up and we have good grass. Shorn yearlings ewes are selling at \$11 and yearling wethers at ten cents a pound. Shearing is over, but very few transactions in wool have occurred. A good lambing is reported.

H. Stanley Coffin.

Roosevelt

We had about one week of nice weather during April, the rest of the month was very cold and unsettled with heavy frosts. On the open range the feed is very short, but in the foot hills, I think the feed will be good.

The lamb crop was smaller this year than in 1926. Most of the feeder lambs have been tied up at 10½ to 11 cents. Eleven to twelve cents a pound has been paid for shorn yearlings and \$5 to \$5.50 a head for old ewes.

Sales of wool at 25½ to 30 cents have been reported; the estimated shrink of the wool is from 50 to 65 per cent. Shearers were paid 15 cents with board.

H. A. White.

CALIFORNIA

Cool, rainy weather during the early part of the month produced a scanty or

slow range, and caused a rather heavy mortality among lambs in some north-western areas. Warmer weather, becoming dry and clear later in the month, was very favorable for range grasses, especially in the foothill sections. Live stock thus made satisfactory gains and are in good or excellent condition generally. Rain is beginning to be needed in places for better range growth.

Stockton

The spring weather has been fine for stock in this section and the feed (April 6) is very good. We had more lambs this year in proportion to the number of ewes bred than last year. Trading in ewes has been on the basis of \$12 for shorn yearlings and \$9 and \$10 for the older ewes. From 22 to 30 cents has been paid for wool in this locality.

NEVADA

Cold weather most of the month was detrimental to shearing and early lambing, the shearing having been delayed in many places. Forage made slow growth, and pasturage is late nearly everywhere. Warm weather at the end of the month and the beginning of May has brought the mountain streams up, dried out the surface soils, and given alfalfa, grains and pastures a good growth. Many live stock were turned onto the range during the warm weather. Shearing has been postponed until after lambing in many northern sections.

UTAH

April was a cold month and range grasses made very slow progress; but the last few days of the month and the first few days of May were warm, and browse and grasses have made quite a showing. Only in the last few days have any large numbers of live stock been turned onto pastures without extra feed. However, most live stock are in satisfactory condition. Sheep, especially, are in good condition; but some cattle are thin because of the late spring and delayed grasses. Shearing has progressed favorably; while it has been too cold and there have been a few losses locally, there were no storms of importance and shearing and early lambing losses have been moderate.

Cedar City

April as a whole was rather cold; the last week, however, has been warmer. On account of the lateness of the season, feed on the spring range is below normal.

Shorn yearlings have been sold here recently at \$9.50 a head and older ewes have brought from \$5 to \$7. Feeder lambs, for fall delivery, have been contracted at 10½ to 10¾ cents. Some wool, estimated to shrink around 65 per cent, has sold at 28 to 30 cents. Shearing has been done at the rate of 12½ cents per head with board and 14 cents without.

Fernleigh Gardner.

COLORADO

Vegetation growth was very slow or at a standstill in all but the southeastern counties, due to cold, cloudy weather, much of the month. Live stock generally stood up in good condition, but there was some local shrinkage due to inclement weather and slow grasses. Sheep shearing was delayed in western counties, and some lamb losses occurred in southeastern flocks. The week ending May 4th was very much warmer than any theretofore, and alfalfa and forage made a good growth, improving in turn the condition of live stock generally. Most of the state would be improved, however, by rain, as the soils are getting rather dry. Sheep shearing continues in the southeastern portion.

Meeker

Shearing in this neighborhood is nearly over, with fleeces lighter than last year and lacking in oil. Most of the wool was contracted for 31 and 32 cents a pound.

We have had an unusually long winter and the surplus hay is all consumed. Had it not been for the hay left over from 1925, it would have sold at a premium. While we have had a very stormy spring, we are at last enjoying fine weather and the grass is coming right along.

H. P. Ottosen.

Mt. Morrison

We have had lots of snow and bad wet weather during the past month, but now (April 28) feed conditions are good. We lambed more ewes this year than in 1926, but the number of lambs saved is about the same proportionately as last spring. Quite a lot of contracting of lambs for

fall delivery has occurred at from ten to 11½ cents.

Shearing has been done at the rate of 12½ cents with board.

Paul V. Patridge.

ARIZONA

A retarded spring appeared over most of the range territory, though it turned warmer toward the middle of the month, and ranges and live stock made rapid improvement. Calving, lambing and sheep shearing were favored, as showers have been lacking since the weather turned mild. There are still a few poor cattle in the more northerly sections where the snow layer remained rather late and grasses have been slow. Most of the soils of the state have ample moisture for present range needs.

NEW MEXICO

Much complaint is made of dry weather; showers occurred in northern and western parts of the state, but these were not heavy; and the central and southeastern portions are very much in need of rain. However, live stock are reported to be doing very well, with some new grass on which to subsist. Only locally are thin animals mentioned. Frosty nights have delayed grasses, and the growth is not what it would be if soil moisture were more plentiful.

Pastura

Conditions here are not very good at the present time (April 4). It was very dry during March and the feed prospects are not at all encouraging. Ten and a half cents has secured a good many of our lambs for fall delivery. Have not heard of any wool sales here.

Elfego Campos.

Ocate

We live far up in the mountains at an elevation of 8840 feet above the sea level, according to government figures. We run a government weather bureau, measure all the snow in winter and the rain in summer. According to our register this winter has been the mildest in ten years with fifty-three inches of snow from the first to the last, which is nothing in comparison with other winters when 110 inches has been recorded. In the summer time about 10,000 head of sheep from

the Miami district come up here to be ranged in the rich pastures of this section; also, some two or three thousand head of cattle from the Cimarron section range here. But during October and early November all this stock is driven out, except a few small bunches of sheep. One of these bands is ours.

Our sheep are run on a 480-acre farm, fenced with sheep-proof fence. In order that the long winters may be safely confronted, we have built a large hay barn in which during the summer good meadow hay is stored. We have never lost a sheep from lack of food. Three rows of racks have been built along one side of the barn under iron roofing, where the sheep are fed when necessary. In severe winter weather the sheep sleep in dry sheds. In good winters like the last one, only two-fifths of the hay is used. We start to feed corn early in February and usually continue to do so until May 1.

This spring the cold weather was gone by April 20 and since then we have had very fine weather indeed. The green grass is progressing rapidly and the prospect for a 100 per cent lambing is the best in years. Lambing starts the twelfth of May and in spite of the lateness of the lambing, our wether lambs weigh from 48 to 74 pounds by the first of October when they are delivered.

We have very little trouble with coyotes here as we have pursued them with rifles, traps, and poison and have just about finished them.

The winter has been dry in the greater part of the state and rain is very much needed. Even here we need rain.

Ino Valdez

WESTERN TEXAS

Ranges and live stock have been in fair to good condition, though a few localities show the need of both warmth and moisture. Generally, however, showers and warm days have given grasses a good growth, and live stock are doing well.

Del Rio

Range feed conditions are excellent over most of the range, but dry in a few localities. April has been cool and generally dry.

No sales of wool have been reported recently. Early contracts were signed at

30 cents for eight months' wool and 38 cents for twelve months'.

The lamb crop was smaller this year than in 1926. Mutton lambs were contracted at ten cents and the ewes at eleven. Some shorn yearlings ewes have changed hands at \$7 a head.

C. Hodge.

Christoval

We do not begin lambing in this section until March 15 and at this time (April 8) we have not yet finished. I will begin docking next week and can say that the crop will be good as the weather during lambing has been ideal. Generally speaking, the yield is smaller than a year ago; there have been fewer twins than usual.

We have had plenty of rain to date and not much cold weather, but more rain will be needed by the middle of May if there is to be good feed.

Sales of wool have been made from 32 to 38 cents; the estimated shrink being 60 per cent. Lamb contracting has been done on the following basis: \$6.00 per head for mixed fat and feeder lambs and \$5.00 for mutton, or ten cents a pound for mixed lambs and nine cents for the mutton lambs. Shorn yearlings ewes have been bought at \$8.00 a head.

S. N. Allen.

Briggs

Conditions are good at this time (April 4). We have had very nice weather and there is plenty of green grass and water. Trappers and hounds have put the wolf out of business here and more people than ever before are going into the sheep and goat business. This country is long on grass and water.

H. J. McGuire.

Fort Stockton

Range feed the first part of April was green and dry, but on account of the warm dry weather during the month, now on May 1 it is short and dry.

Some contracting of wool, said to shrink from 60 to 62 per cent, has been done at from 35 to 38 cents. Mutton lambs have been contracted at ten cents and mixed, at 10½ to 11 cents.

Hat A Ranch.

Sheep Mating and Wool Grading Demonstrations In California

By J. F. WILSON, University of California



Prof. Wilson explaining wool grades.



Preparing the barbecue lunch.

Fifteen hundred wool growers attended fourteen sheep mating and wool grading demonstrations in California. These meetings were conducted by the agricultural extension service of the University of California in cooperation with the Division of Animal Husbandry. The series just closed marks the third successive year in which such demonstrations have been held in California and indications point to a continuance of the demand for more next year.

If you are interested in learning what sheep mating demonstration is, wipe off your lenses, settle back in your chair, and imagine that you are in California, where the weather is always either perfect or unusual. We don't want you to have a complete description of the meeting in Tehama County, where the game was almost called off on account of rain; nor of the meeting in Colusa County where after nine innings the University's white-collar sheep herders got so wet that they had to come home in borrowed clothes. No, those meetings were not typical of California. But the Fresno County meeting—well, there's a better example. Perfect weather, a crowd of at least 500 souls, twenty-eight spring lambs being barbecued in an open trench about fifty feet long, beans simmering in giant cast

iron kettles, Dominique Bidegaray presiding with a pitchfork over the twenty-eight springers, 10:30 in the morning, and everything set.

First comes the wool talk. Heavily armed with chalk, eraser and blackboard, the University wool specialist explains the meaning of the grades of wool, both the old system of fine, half blood, three-eighths blood, etc., and the new official grades, designated by the spinning count as 64s, 58s, 56s, and 'so forth. Then the breeds of sheep common to California and the grades of wool usually produced by each breed are listed on the board, together with the grades which may be expected when certain crosses are made. This is followed by an explanation as to why wool is graded, and why manufacturers do not buy directly from growers. The explanation of grades is fortified by boxes of official grades loaned by the United States Department of Agriculture.

Next the subject of wool values is discussed. A list of the major factors affecting values is put down and each one is explained. Grade or diameter of fibre comes first; then classification or length. The terms 'strictly combing', 'French combing', and 'clothing' are diagnosed and operated upon, and current quota-

tions furnished by the weekly "California Wool Grower" are used to demonstrate the advantages of growing long stapled wools. Shrinkage comes in, too, and the sheepmen join in solving problems in wool arithmetic, in calculating approximate grease values from the Boston clean basis quotations. Strength of staple is talked about and the cause and prevention of tender wool is thoroughly aired. The question of stained wool caused by failure on the part of the grower to tag his sheep before shearing, or by allowing too free access to barns and corrals is answered. Then the age-old questions of proper tying with paper twine, and proper branding with soluble marking ink are haled before the court. Samples of fabrics ruined by tar or house paint brands, and sisal furnish the evidence to condemn such practices.

The key note to the talk on wool is length of staple. It is pointed out that increasing the length will do five things for every wool grower, no matter what breed of sheep he has. Here they are:

1. Increase the grease weight of the fleece.
2. Increase the clean weight of the fleece.
3. Increase the value per pound.
4. Decrease the shrinkage.

5. Make the clip more attractive by brightening the appearance.

The meaning of the grade names, and the factors affecting values having been gone into, the next stanza consists of opening a bag of wool furnished usually by the grower on whose ranch the demonstration is held, and grading the fleeces according to the old United States grades. The purpose of this is not to teach the growers to grade their own wool, for that would hardly be practicable, but to show the difference in appearance of the grades and to bring out some of the things that a grader has to think about when he is at work. It shows that even though a sheepman may run purebred Merinos or Rambouillets or any other breed, he is producing more than one grade of wool.

Then the grand finale. Two fleeces are selected, one a large, bright, strictly combing wool, such as we ought to produce, the other a short, light fleece such as we should not produce. Weights and shrinkages are estimated and the values of the two fleeces on the Boston market are calculated. Some difference.

Thank you for your kind attention.

Dominique Bidegaray announces that the twenty-eight springers are done to a turn, as proven by the pitchfork of Frank Urrutia. What happens during the next two hours needs no description. The poor starving professors put on the nose bags with the gang and a wonderful time is had by all except the lambs, the beans and the bread.

At 1 P. M. the fireworks start anew when Bob Miller, the University sheep specialist, ascends the throne with a six-foot chart showing in detail how much it costs to run range sheep in parts of California. And the costs are surprising. That chart puts a decided damper on the ideas of some lawyers, doctors, and hardware merchants who think that the sheep business yields about 90 per cent profits. In addition, it shows the advantages to be had by keeping records of cost accounts, something every sheepman ought to do. Another chart shows the average prices of lambs on the eastern markets at different months in the year and brings home the fact that California growers

must lamb early if they expect to get the high dollar for springers.

Enlarged photographs of typical representatives of each of the breeds are shown and the faults and virtues of each breed under varying conditions are discussed. The gist of the talk, boiled down a whole lot, is that black-face or down breeds, while adaptable to small farms, leave much to be desired from the standpoint of the range sheepman. Black-face bucks are unsurpassed as sires of market lambs, but as sires of ewe lambs which are to be retained in the breeding flock on the range—there are other breeds. The long-wool x fine-wool cross, for instance, gives a much heavier fleece of three-eighths blood wool than any of the down breeds; the fleece is white, with no off colored wool on the head or shanks, and the staple is long. Where shearing twice a year is practiced, it is possible to get a large percentage of the spring clip from such crossbreds into the combing class, whereas such a thing is hardly probable with the black-faced ewe. The long-wool x fine-wool cross is also prolific, herds well, and is long lived. The arguments as to crossbreeding, however, are changeable for different sections of the state.

Now for sheep mating. Have you guessed what it consists of? Well, here it is: by previous arrangement at least fifty head of ewes of mixed breeding are on the grounds. We go through these ewes and sort them out into different types, putting several representatives of each type into pens erected for the purpose. First there's the old style Spanish Merino (quite a few in California), then the Rambouillet type, followed by the three-quarters fine wool, the half bred long-wool x fine-wool, the straight black-face, the long wool, and then the culls. The growers gather around each pen in turn, while Miller tells of the advantages and the draw-backs of that particular style of sheep. Then he recommends the breed of a ram that should be put with that kind of a ewe; and that's where the name 'sheep mating' comes in.

Of course, following the program there are lots of questions and much talk on many subjects.

RANGE LAND VALUATIONS AND GRAZING FEES

Professor Potter's article in the March issue of the National Wool Grower on ranch land values was most interesting, and, if we in Nevada are anywhere near right in our study of the range problem, strikes at the foundation of existing difficulties in this regard.

In our judgment there is little chance that values of lands consisting merely of dependent parts to a year round stock-raising operating plant, ever can be accurately determined from that basis which he so correctly says is the only right one, this being their operating return value. The value of the entire operating plant, however, can be determined in this way.

Figuring that the worth of the plant depends upon the margin between operating income and operating expense, the chief difficulty is that the operator is in no position to control plant operating expense as a whole. The trouble in this connection is that seldom in the central and northwest, is there a situation where a stock-raising operator either owns and definitely controls an entire stockraising operating plant. What operating values there may be currently in the owned part of the plant are constantly at the mercy of increased expense in connection with the unowned and uncontrolled part of the plant. Every time the operator must pay a new homesteader to get back the feed values in the companion ranges to his ranch upon which that same ranch's operating income value was built, his operating expense has gone up without any increase at all in his income. Having no new profit to meet the new investment outlay, the operating income values behind his investment are no mite greater than before he incurred the new expense. The same thing is true whenever his range rentals go up for railroad land leases, Indian Reservation leases, or Forest Service grazing allotments.

It was just exactly this reasoning that led to the recommendation of the stockmen and their representatives in the now famous "Salt Lake Platform" submitted

at the public range hearing before the Senate Public Lands Committee in August of 1925, that a "definite control" on the part of stockraising ranchers in the companion ranges to their dependent properties was an essential fundamental to a correction of the range question. Operating expense can go up either through loss of range carrying capacity, this lessening the number of stock that can be operated and likewise the operating income, or it can go up through continual increases in range charges without any increase in the number of stock for which feed or forage is secured. This was what also led to the recommendation in that same platform that grazing charges should never be increased at the expense of depreciating the investment values in the dependent properties of the stockraising ranchers.

How ranch lands or range lands consisting merely of parts to a complete range stockraising operating plant are to be valued from an income standpoint will always be at the mercy of events occurring on the parts to the complete plant which the stockraiser does not and for a number of reasons cannot own. Any new expense there, not met by new operating income, always has and apparently always will have to be met at the cost of depreciating the income values in the parts he does own.

Under such a situation, who can even come close to figuring an operating return value of the parts he does own, either ranch or range land for any period ahead? There is in mind, of course, properties dependent for their economic operation upon range stockraising.

This is exactly why the Joint Stock Land Bank issued its ruling that it would not loan on stockraising properties except where the complete year round operating unit was definitely in the control of the owner. The officials of that agency know that on any other basis the operating return values in the dependent and incomplete parts owned are insecure.

Until either policy or law shall furnish stockraising settlers who own dependent parts to range stockraising operations with a reasonable definite control over the companion ranges from the two angles of the number of stock they can

count upon running and the expense therefor, there will be mighty little chance, in Nevada at least, for determining the value of the dependent lands owned by the range stockraisers.

Further, when, if ever, this situation does come to pass, it is going to be mighty difficult to apportion any certain part of the operating income value to the various parts to the complete operating plant. Who, for instance, is going to satisfactorily determine what part of the crop of wool or lamb is to be credited to that part of the lands used for spring and fall range, or for summer range, or for ranch winter quarters? The only sound rule we can see is that there can be in the entire operation, both stock and land, only that sum of money upon which the operating profit will pay a fair rate of interest. We can separate this into the stock and the plant, because the stock always have a fairly definite going value. Whatever part of the income investment values are left after providing for the valuation of the stock can be apportioned to the plant. In Nevada we have found, to the surprise of some, that the number of acres of the plant owned doesn't have much to do with its value. In fact the more acres there are to divide into that sum left to support the plant investment after providing for the investment in stock, the less value each acre can have. Again, it is pointed out that these deductions refer to properties entirely dependent upon stockraising and supported by the income from no other crop.

In some sections, where there are other ways to operate economically the owned parts of the land than range stockraising, the factor of dependency not being so material, the situation is being corrected by the turning of these lands to other operations under which they become independent and self-maintained plants. In other large sections of the West where so far as can be foreseen, the possibilities are limited to range stockraising, if that industry is ever to have a sound operating basis, the intelligent way out certainly seems to be to give the settlers a basis of reasonable certainty as to the availability of their companion ranges and the expense therefor.

Possibly much could be done right now to correct existing difficulties relating to the range problem if those in authority would shape their rules and policies by regions in accordance with the relative dependency of the settled lands, rather than attempting as is now being done to apply broad, general principles uniformly in all sections regardless of whether the settled lands concerned are entirely dependent for their operating return values upon the public and uncontrolled ranges, or whether, being suited to other purposes, the factor of dependency is either negligible or entirely lacking.

Vernon Metcalf.

Reno, Nevada.

THE ARIZONA LAMB MOVEMENT

Arizona's early lamb crop is a good one, high averages in point of numbers being the rule with few or no exceptions worthy of note. Whether the crop in a general way is a record breaker or not is a mooted question. The fact is that the number of lambs dropped and saved is big, the greatest in years.

The drought that has taken a heavy toll of ewes and lambs in the Southwest for the past six years went down and out for the count early in the season, range conditions on the deserts having been almost perfect during the winter and spring. With sheepmen moving to their summer ranges into the higher altitude it would seem that sheepmen in Arizona will have little cause for complaint for months to come so far as feed conditions are concerned.

Shipments from the winter lambing bands began to move from the desert ranges in southern Arizona to market the first of the month. Reports are that the early shipments reached Kansas City in good shape, and that in one or two cases the lambs averaged 74 pounds and sold straight at \$18.50 per hundred, the top price on that day for range lambs. Other sales of Arizona lambs almost equally good have since been made at slightly lower prices. Considering that the heavier of the Arizona lambs were but four months old, the weight is phenomenal for this section. Hampshire and Rambouillet crossbreds made up the bulk of the shipments.

Bert Haskett.

SPRING MEETING OF IDAHO ASSOCIATION

A meeting of Idaho wool growers was held at Pocatello on April 22-23. The meeting was primarily a session of the association's advisory board, but a considerable number of other members were present and the sessions were open to the public.

Prominent among the topics considered by the board was the securing for the sheep business of Idaho its proper place in the opinion of the citizens of the state. There has been some misconception of the position of the Idaho flockmasters in regard to development of tourist travel in the state and other enterprises under consideration by the newly created Chamber of Commerce.

Mr. Ralph Thomas, secretary of the chamber, explained that his organization would have a fund of \$60,000, with which to advertise Idaho's industries and attractions during the next two years. The advertising to be done will influence opinion of both non-residents and residents of the state regarding the position and future possibilities of the various lines of industry, among which wool and lamb production ranks high. The meeting authorized President Bacon, who is one of the directors of the Boise Chamber of Commerce, to give the endorsement of the sheepmen to the efforts for bringing in tourist travel and to similar undertakings of the new organization.

Publicity regarding the live-stock industry and forest grazing was discussed by Dana Parkinson, assistant forester of the Intermountain District. Mr. Parkinson explained the special efforts that were being made by forest officials to give the public a proper understanding to the desirability of grazing on much of the forest lands and on the advantages accruing to the forests as well as to the communities in which the live stock is produced.

A report of the wool marketing conference, held at Washington, D. C., February 15, was given by Arthur H. Caine, who represented the Idaho Association at that meeting. The present condition and the prospect in the wool trade were discussed in detail by Milton D. Fell, manager of the Western Wool Warehouse Company at Portland, Oregon.

While no new plans for wool marketing were presented to the association, there was a general and protracted discussion of the peculiar conditions existing in the marketing of the 1927 clip. It was generally conceded that the low condition of the market was chiefly due to the extreme anxiety of growers to sell and their failure to consider the prices ruling for wools in markets of foreign countries from which American manufacturers import a considerable part of their material.

The Idaho Association is continuing its subsidiary, the Idaho Wool Marketing Association, and the financing of consigned wools. Nearly two million pounds of last year's clip was consigned and financed by the association. The rates received had been fully equal to and above what was obtainable through early home selling. It is expected that this year will show a material growth in the volume of wool financed and marketed under this plan.

Also, there was a round table discussion of the new Idaho law relating to predatory animals. This law is the result of the efforts made by the association last winter to secure needed legislation for more effective work in coyote control. It empowers the appointed members of the state sheep commission also to act as a predatory animal board. This board is authorized and empowered to levy an assessment of not to exceed five mills upon the assessed valuation of the sheep in the state. It is contemplated that a fund of about \$65,000 per year will be available if the full limit of the assessment is collected. The board is authorized to make necessary regulations and to expand the funds according to its own judgment. Organization has not yet been effected.

Ephraim Ricks, Rexburg, Idaho, one of the board's members who explained the law to the meeting, stated that he did not consider it likely that the board would in any way conflict with the work being done in Idaho by the U. S. Biological Survey. There was considerable discussion regarding the work of the government hunters. Those from the eastern part of the state reported excellent results from the poisoning campaign, while less satisfactory results appeared to have been obtained in other sections.

ANNUAL MEETING OF STILLWATER ASSOCIATION

Members of the Stillwater County (Montana) Wool Growers Association held their annual gathering on April 2 at Columbus, Montana. This association, whose membership totals 315, is organized principally on a wool-pooling basis. This year the pool of about 1,000,000 pounds was sold at 35 cents a pound. Mr. K. O. Haugen of Fishtail, Montana, is president of the organization and John Logan of Columbus, secretary.

The business sessions of this year's annual meeting were occupied with informal discussions and interesting talks. Plans for the ram sale to be held this fall by the association were under consideration and the buying of wool sacks and salt for members was also arranged for. As a part of the summer program of the Stillwater Association, a joint picnic with the Sweetwater County Wool Growers Association was scheduled.

The relation of lamb prices to market receipts was discussed by Mr. K. Wood of Wood Bros. Commission Company of Chicago, and Dr. Howard Welsh of the Montana Experiment Station gave a very instructive talk on sheep diseases and their remedies.

The banquet, which closed the annual convention, was one of the most enjoyable and successful social events ever arranged by the association. It was honored by the presence of the Governor of Montana and several other notables of the state.

OREGON SHEEPMEN ORGANIZE SALE

Four Lake County sheepmen met recently and organized the Lake County Ram Sale Association. Their purpose is to hold a range ram sale on August 12 and 13, at Lakeview. At that time 500 high class range rams of the Rambouillet breed will be offered to the highest bidder. Members of the association are C. W. Dent, of Plush; O'Callaghan Brothers, of Paisley; W. H. Fisk and Sherlock & Sons, of Lakeview. P. T. Fortner of Lakeview was elected manager.

Our Wool Marketing Methods and World Prices

By DEAN J. A. HILL, University of Wyoming

Since the editor of the Wool Grower has indicated a special interest in the wool marketing problems at this time, I should like to contribute a few observations and opinions. If one studies the history of the earlier attempts of the growers to market their own wool direct to the mills, it is found that in the time from 1900 to 1907, they were of the opinion that they were being fleeced by the middlemen, namely, the wool merchants, who were accused of depressing wool at the time of buying and then compelling the manufacturers to pay high prices later on.

The experience of the growers with their own selling agencies has made many of them skeptical about the benefits of eliminating the old-time wool merchant who is now often called the speculative dealer. The experience of the last few years has shown that sometimes the speculative dealers have offered prices at the ranches that the grower-owned selling organizations had much difficulty in realizing later for consigned clips. At first thought it might appear that the wool merchants themselves lost money unless they were better salesmen than those who sold the wool of the cooperative organizations.

All this has placed many of the growers in a frame of mind where they are glad to sell their wool at home for cash, provided they get what they consider a fair price. Just how the decision of what is a 'fair price' is arrived at is not at all easy to understand. The idea of a fair price often consists in part of what constitutes the going price of wool in the community, that is, the highest offers the grower has heard of or the highest actual selling price. No doubt it is based to some extent upon what he received for wool the previous year, especially if it was consigned.

The result of the contracting and haphazard selling has been that the wool tends to bring a uniform price over large areas of the West regardless of the individual differences in the clips. The state of the foreign market is not taken into considera-

tion except so far as it affects the sentiment of the buyers.

Regardless of this haphazard method of selling to the middlemen, it has not been generally believed that the latter have made large profits. Their own trade publications indicate that the wool merchants are far from being satisfied with the situation as it now exists. Yet they probably sell four-fifths of the domestic wool clip, even in years when the swing is toward cooperative marketing. There is no doubt however, that cooperative marketing with financing by aid of the Intermediate Credit Banks, has had an effect upon the market much greater than is indicated by the relative amount of wool sold through the cooperative agencies.

It should be noted that when the growers undertake to market their own wool through cooperative organizations or through brokerage companies controlled or operated by them, there has been no great reduction in the cost of selling. In fact, some of the most important organizations do not offer to reduce commissions. They plan instead to give extra good service and to get away from the position that many of the dealers are in of having their own wool to sell as well as wool that is held on consignment.

If one is to judge by what can be heard around central markets and by reading trade papers, the wool marketing situation in this country pleases no one. The dealers rush out and pay what they consider exorbitant prices on contracts to the grower, partly to keep the manufacturers from coming West and buying direct, and partly to discourage the cooperatives. The cooperatives in turn get some wool but are not able to get enough to control the market. Then after the shearing season is over, the manufacturers decide that wool must be kept down if dividends are to be paid, and during the last two seasons at least they have appeared to win. Prices have been pushed downward and held there regardless of upward tendencies in the foreign markets. The dealers have not been able to

sell their wool for what it is worth because some of the ones who were weak financially were always being forced to sell for what the manufacturers would pay.

The cooperatives on the other side, have not controlled enough wool to dominate the market. Either they or their patrons lacked confidence in the market and failed to hold for prices based on world prices and the tariff.

At the same time the manufacturers have not fared particularly well. It is hard to sell finished goods when the market for raw materials is falling and so this year, with the American prices of wool considerably below what they should be when compared with foreign prices, we find some of the large mills writing off large operating losses. Yet it seems that this state of things should not exist. The United States imports about half the wool, (including carpet wools not grown here) that is required for its use. Upon the part of this imported wool that competes with the domestic clip, a duty of thirty-one cents a clean pound must be paid.

It would appear then, that if all the wool of the domestic clip were in the hands of one well financed organization, it could be held off the market until a price on a par with the world market, plus the duty, could be realized. It must be recognized that the full benefit of duty has not been realized either by the growers or by the merchants. There have been times, under the present tariff act, according to reports in the bulletin of the National Association of Wool Manufacturers, when wool has been almost on a free trade basis. It is doubtful on the whole whether the duty has been more than two-thirds effective under the Fordney-McCumber law. The sellers of the domestic clip must be better organized and better financed if they are to make the tariff fully effective, as it can and should be.

The mills on their side can point to their bad years. Many of them have not been able to make money, although they buy the domestic wool clip probably ten

cents a clean pound cheaper than they should. It is questioned, however, whether the saving they make on the price paid for the domestic clip is not more than lost by the depressing effect that low prices for raw material have upon their goods market. Unless there is a leak in the tariff act with respect to manufactured goods the manufacturers can pass the cost of raw materials along to the buying public, provided the manufacturers themselves stand together. If there is a leak in the tariff law with respect to yarns or finished goods, it goes without saying that it will have to be stopped before the mills can exist and pay the high duty on raw materials or the growers get the full effect of the duty on raw wool.

Although there is a great deal of skepticism about cooperative marketing at this time it is my belief that the only hope for improvement is through more cooperation and more organization by growers. It is possible that from the standpoint of the old established dealers, a return to the situation that existed before the National Wool Warehouse and Storage Company was organized and before the coming of cooperatives and financing by the Intermediate Credit Bank, might mean a return to the golden age. Wool could be bought so cheaply that it could be resold to the manufacturer at a profit even if the manufacturers did keep it down below the world level plus the tariff. But there is no indication that this dealers' golden age ever will return. Moreover, if the dealers cannot organize to hold prices better than they have in the past two or three years, the manufacturers could still force them to sell on narrow margins of profit. The dealers themselves, and no doubt the growers in their turn, would benefit by better organization of their ranks.

It is certain that once the clip has gone to the eastern markets, either by purchase or consignment to the established middlemen, or by consignment to cooperatives or their selling agencies, all the sellers of wool should be on the same side of the market. It might be possible to have an exchange in which all are represented in spite of the fact that the cooperatives if entirely successful will be the death of the

speculative dealers. It is probable that both will keep death away longer if they present a solid front to the manufacturers. If this solid front is presented, the manufacturers will then be backed up so that they can force concessions from their labor or from the wholesale clothing trade in case the price of goods is not compatible with costs. There would thus be stability all along the line.

My test of whether our wool marketing system is what it should be is whether prices are on a parity with the foreign prices plus the duty of thirty-one cents per clean pound. By this test the present system of selling has been a failure most of the time in the past three years. Somebody has been profiting at the expense of the American wool growers and the American wool merchant. I am quite sure that if an investigation is made it will be found that it is some group of people who are exceptionally well organized. It may be the workers in the woolen and worsted mills; it may be the workers in the garment trade; or it may be great clothing manufacturing establishments. Whoever it is they do not need to have organization preached to them by government officials and college professors.

Every encouragement has been given to the producers of agricultural products to organize and cooperate. Commissions have studied cooperation in other countries. Bulletins have been written by the government officials showing how to do it. Money has been made available to finance agricultural cooperatives. Special laws have been passed to legalize agricultural cooperatives so that they would not be under the legal disabilities of other business organizations that were supposed to be in restraint of trade. In spite of all this help from outside the growers of wool have not organized so as to make the tariff effective. Contrast this with the situation of laboring men who have organized in spite of all the discouragement of laws and adverse court decisions and with opposition from within and without their ranks. They are today organized so that the mills must either keep the price of raw material down or close. None of the loss due to falling prices will be shared by the workers except so

far as they share it when mills have to close. There should be some sort of a wool selling exchange organized in this country. Its slogan should be "The world price plus the tariff."

MEAT CONSUMPTION IN 1926

Production of meat in the United States increased by 240,000,000 pounds last year. This is principally due to a larger production of beef. There was a material increase in the amount of lamb and mutton slaughtered, but pork and veal are reported as having fallen below the amounts produced in 1925.

Lamb and mutton production amounted to 643,000,000 pounds, which was about 8 per cent greater than in 1925 and 20 per cent above the figure for 1922.

The comparatively small increase in total meat production was not in proportion to the increase in population. On this account the consumption per person was slightly reduced, although the average amount of lamb and mutton per person increased to 5.5 pounds after having stood at 5.2 pounds for the previous three years.

While the Department of Agriculture does not report meat consumption by states or cities, packers whose sales records give them a good indication of the districts in which different classes of meat are most in demand have given the following as the approximate rates of lamb consumption per capita in eleven cities.

Washington	8.5
Pittsburg	8
Chicago	9.5
Kansas City	2
Omaha	2
Denver	6
St. Paul	3.75
Springfield, Ill.	2
New Orleans	2.75
Lincoln	1
Dalles	1.50

The total amount of imports of fresh lamb and mutton is reported for 1926 as 3,365,000 pounds which compares to 1925 imports of 277,000,000 pounds.

NORTH DAKOTA MEETING

The North Dakota Federation of Wool Growers Associations held its postponed annual meeting at Fargo, North Dakota, recently. The main address of the con-

vention was given by John W. Haw, former state county agent leader and recently named western development agent for the Northern Pacific Railroad. He said that North Dakota farmers are passing up a golden opportunity in not using funds of the Agricultural Credit Corporation to buy foundation herds of sheep. He went into the proposition at length to show that ewes can be bought cheap in Montana, fattened in North Da-

kota, held for two years, and sold at a profit, counting on the increase.

A good increase in the membership and an even larger pool this year was freely predicted around the convention hall. All of the growers expressed satisfaction with last year's pool.

The following officers were elected: J. A. Power of Leonard, president; S. I. Coffel, of Ellendale, vice-president; Wm. Guy of Fargo, acting secretary and treasurer. H. J. Hancock.

Are Twin Lambs Desirable

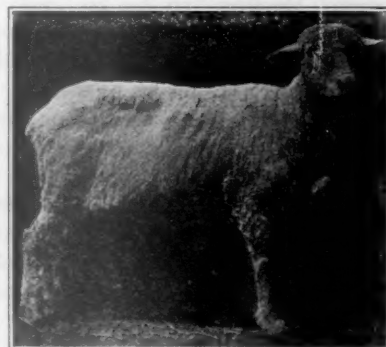
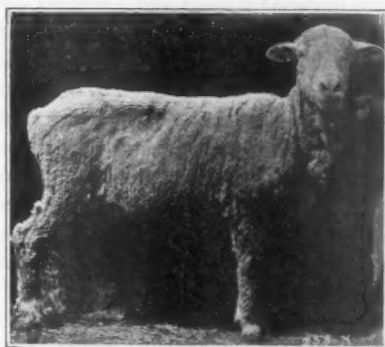
By W. E. Joseph, Montana Experiment Station

No more striking evidence of the value of twin lambs raised by range ewes can be obtained than the data given below which were compiled from the records of three bands of sheep owned by Chas. R. Bridgman of Clyde Park, Montana. Mr. Bridgman has fairly complete equipment for lambing which on one or two occasions has resulted in a great enough saving of lambs to pay most of the cost of the equipment in a single season.

Most of the twins, except the very late ones, were segregated in one band, which during 1926 contained fewer ewes and more lambs than any other band run on that ranch. Dates of lambing varied from April 2 to June 15. Bands were made up according to the date of lambing, excepting the twin band.

These sheep were ranged in high valleys and on foothills during the spring and fall and they were grazed on the national forest during summer on range containing a good variety of feed and supplied with liberal rainfall. The ewes were grade fine wools and the lambs were sired by Hampshire rams.

The following record tells its own story. Tallies and weights were taken September 15:



A CONTRAST IN RECORDS

The average weight of lamb produced by the ewe on the left in three years was 55 pounds and of wool 9.6 pounds, as contrasted with 114 pounds of lamb and 10.9 pounds of wool during the same years for the ewe on the right.

singles and practically twice as much lamb per ewe as the band having the young single lambs, was the record of the twin band. A band of 758 ewes raising almost 200 per cent of lambs returned a larger gross income for the year than a band of 1100 ewes lambing early, but raising practically 100 per cent of lambs.

In the following table are given the actual receipts from the lambs raised by the three band of ewes:

758 ewes—twin band, 112-170 pounds @ \$11.25 \$12,619.12.
1100 ewes—oldest singles, 94,660 pounds, @ \$11.25, \$10,650.45.
1080 ewes—youngest singles, 81,530 pounds, @ \$11.25, \$9,172.12.

\$1,968.67 greater than a band of 1100 ewes that raised single lambs when the advantage in age of lambs favored the band that raised the singles.

The ewes that raised twins were probably better lamb producers than the average of the other band. Assuming that the same ewes would have raised 64 per cent as much lamb if they had all been singles and making no other correction for losses, the average lamb crop for the band of 758 ewes would have been 95 pounds per ewe. The estimate of 64 per cent as much weight of lamb raised as singles compared with the weight of twins is slightly above the percentage deter-

mined from the records of part of a band of ewes owned by the Montana Experiment Station (see the National Wool Grower for April, 1926). At the price actually received the difference in returns per ewe would have been \$5.96.

In the following table is given a comparison of the actual receipts from the twin band and the estimated receipts had the same ewes raised single lambs:

758 ewes raising twins, 148 pounds of lamb per ewe (actual weight)—gross weight of lambs 112,170 pounds, \$12,619.12,
758 ewes raising singles, 95 pounds of lamb per ewe (estimated weight)—gross weight of lambs 72,010 pounds, \$8,101.12.
Difference in favor of twins \$4,518.00. Difference per ewe, \$5.96.

It evidently cost Mr. Bridgman something in extra feed and labor to get these twin lambs well started. Also the cost per ewe of handling this band on the range was greater. But the extra cost did not amount to \$5.96 per ewe or \$4,500 for the band. The additional net income was \$3,500 to \$4,000. Is it worth going after?

Dates of lambing	No. of Ewes in band	No. of Lambs in band	Gross Wt. of Lambs Lbs.	Av. Wt. per Lamb Lbs.	Av. Wt. of Lamb per Ewe Lbs.
Twin band, April 2-May 30.....	758	1469	112,170	76	148
Early singles, April 2-April 20.....	1100	1073	94,660	88	86
Late singles, April 20-May 20.....	1080	1027	81,530	79	75

Sixty-two pounds more lamb raised per ewe than by the band having the oldest

A band of 758 ewes that raised twins gave actual gross returns on the lambs

COOPERATIVE WOOL MARKETING

Cooperative marketing of wool in the United States apparently has grown out of a definite need for improvement in the existing methods of wool marketing in this country. This need is evidenced by the fact that agitation for improvement in our present system is constantly recurring from time to time. Wool growers have continually been trying to develop a marketing system whereby the grower could obtain better prices for his wool. The wool buyers have attempted to allay the growers' discontent by saying that the price of wool is governed by supply and demand. However, this has not always been a satisfactory answer and the grower has wanted some means whereby he could secure a better price for his product.

Marketing has always been one of the wool growers' most difficult problems. The grower finds this to be true because: first, there is no open market for wool in this country; second, the grower does not know the grade and shrinkage of his wool and, lacking these, he is not in position to calculate the ranch value of his product; and third, he is usually not in position to keep informed as to the world's supply and demand and thereby keep himself informed as to the market trend.

The wool buyer (or rather the firm for which he is buying), on the other hand, has this information at his finger tips. He knows the average grade and shrinkage over a period of years of the wool produced in the district in which he is buying. Also his firm keeps him informed as to market conditions. Consequently the wool grower is at a distinct disadvantage when he barter with the buyer for the sale of his wool. It is the buyer's proper object to buy wool as cheaply as he can.

The individual wool grower has been particularly dissatisfied with the method in which wool has been bought. It still is the custom for wools to be sold at home at more or less of a flat rate per pound. Such a system fosters poor practices among the growers. The grower of poor grade wool receives almost if not as much as the grower with the better grades of wool. In the end the grower pays for the poor marketing methods in a lower price for his product. The lower price which

the manufacturer pays for the poorly prepared wools is reflected in a lower price to the grower. This offers no inducement to produce a better grade of wool and the poor marketing system encourages laxness in the methods of growing and putting up the clips.

Last summer it was my good fortune to visit some of the larger shearing sheds in Wyoming during the shearing season. At that time a great deal of wool was still unsold. I remember a discussion concerning the purchase of two clips of wool. The wools were of about the same grade and the buyer was offering approximately the same price per pound. Yet the difference in shrinkage was about five per cent. On a clean basis of \$1.00 per pound, this difference in shrinkage would mean a difference of five cents a pound in the grease. Now suppose we do a little figuring. Each man probably had at least one band of 2000 ewes. Each ewe probably sheared an average of eight pounds of grease wool. In other words each man probably had as much as 16,000 pounds of grease wool. If this were true the difference in value of these two clips would be \$.05 x 16,000 or \$800.00. Yet the buyer offered approximately the same price per pound.

One afternoon Dean Hill of the University of Wyoming came into the shearing shed where I was working. Shearing was in progress. Two wool buyers, working for the same house, were attempting to buy the clip. Dean Hill had just returned from a shearing shed where the wool had been contracted before shearing by the company these buyers were representing. He remarked something about the way the wool was being sacked at the other shearing shed. The older of the two buyers replied that he did not care how the grower sacked his wool or tied his fleeces. He even professed not to know how to grade wool. He said that all he knew was that when he came to a good clip he bought it and that was all there was to it.

A few days later two young fellows and I were visiting another shed, where around 25,000 sheep were being shorn. Shearing had been in progress about ten days. A buyer was on hand, watching the shearing and taking samples of wool at various in-

tervals. He had been doing this for several days. His object was to get an accurate estimate of the quality and shrinkage of the wool. We engaged in conversation. At first he was rather reticent. When he found that we were interested in wool from his end as well as from the producers' end he became more communicative.

He said that the dealers were very much interested in the way the producer put up his wool. He went on to show us how by paying attention to small details, this particular producer could make his product much more attractive from the dealer's viewpoint. The producer's story, on the other hand, was "We can put our wool in a more attractive form but we find that it doesn't pay. We get no more for our wool than our neighboring ranchmen who are handling their wool as we are ours."

The question at once presents itself, if both the dealer and the grower are interested in better methods of preparation and selling of wool, why do they not get together and profit mutually? The answer is probably found in the fact that the dealer can make more money under the old system. In fact their interests are not mutual but antagonistic. The buyer is out to make all the money he can out of wool buying while the grower is endeavoring to get all he can out of his wool.

Such is the background for a new day in wool marketing, a day which may prove the beginning of a development which should in time change our entire system of wool marketing.

M. G. Snel

SHEEPMEN SELL WOOL COOPERATIVELY

The value of cooperative action in marketing was demonstrated very markedly last month in Washakie County, Wyoming, when a majority of the sheepmen pooled their wool, which amounted to 150,000 fleeces, and in selling secured 2¼ cents per pound more than they had been offered as individuals. The fact that it required but one day's time on the part of the county agent and a committee of wool growers to organize the pool shows that the sheepmen are thinking cooperation and welcome the opportunity to act.

Wool Covering On Faces of Rambouillet Ewes

A Discussion of Records Published by the U. S. Sheep Experiment Station

Discussion as to the desirability or undesirability of wool covering on the faces of sheep which has been printed in recent issues of the Wool Grower has related chiefly to Hampshires.

Professor Wilson's original article referred principally to show ring judging of Hampshires. Most of the comment that has been brought out by his article has been favorable to the open-faced Hampshire and to recognition in the show ring of sheep of this type.

In Rambouillet circles there has been considerable discussion in recent years regarding the real value of the excessive wool covering on the faces that now prevails in sheep of this breed. In the Wool Grower of last August Mr. R. B. Millin told of the earlier efforts of Australian breeders to produce the maximum amount of wool on the faces of fine-wooled sheep in that country. He also told of the general move in recent years to breed the wool off the faces and to produce a commercial type of sheep of highest fleece quality, but with the open-faced character. As is well known, most of the leading stud flocks of Australia now turn out rams having little, if any, wool on the face below the eyes. It should be recognized that on Australian ranges, sheep are not herded but run loose in large pastures which are sometimes partly wooded. A wool-blind sheep would be at a much greater disadvantage than in this country where it is a general custom to keep ewes at all times under the control of herders.

Among breeders of fine-wooled sheep in the United States the preference for covered faces appears to have dated from the time or beginning of special breeding for wool production. It still is argued by more than a majority of stud breeders of all varieties of Merinos in this country and especially of Rambouillets that heavy face covering is an essential accompaniment of maximum fleece weights.

So uniformly has this idea of the necessity of wool on the face been accepted that bare faced sheep practically are never seen in breed shows in either the eastern or western states.

A few range men have registered objection to this characteristic on two counts; first, there is the extra labor of shearing wool away from the eyes once or twice each year; second, it is considered that sheep whose vision is impaired by wool covering below the eyes are more likely to be lost, do not travel or forage so well, and fail to attain the same weight of body or produce the same growth of wools as is yielded by the open-faced individuals.

The only actual test of results obtained from sheep having various degrees of face covering has been furnished by the U. S. Sheep Experiment Station at Dubois, Idaho, which is under the direction and management of the U. S. Department of Agriculture. At this station it has been the custom for several years, just before shearing, to score all yearling ewes on a number of points including that of wool on the face. Those ewes having open faces have been placed in group 1, while the other extreme is known as group 5. Groups 2, 3 and 4 include those yearlings with intermediate degrees of facial covering.

The station has furnished to the Wool Grower the figures printed below, showing the average weight and length of fleeces and yearling live weight of ewes placed

in each of those groups in the year 1921, 1923 and 1924. As stated the face covering was scored prior to shearing and when the yearlings were about thirteen months old. All of them had run in the same band upon the same range. In the vicinity of Dubois the range is sufficiently brushy to wear off part of the wool growing upon the face of the ewes. These ewes are usually wintered on hay but are on the range some time prior to shearing. Inasmuch as all ewes were subjected to the same treatment it can safely be considered that the differences in their fleece weight and body weight are due to the variation in the extent of face covering.

The number of yearlings for which live weights are shown in the table is less than the number of fleeces shown for each group. This is due to the fact that several years' fleeces from each ewe were used. The table includes the data not only for the yearlings fleeces but for subsequent years, and thereby gives a fair comparison of the life record in wool production of ewes having various degrees of wool covering on their faces. The face covering of these ewes when on the range and when the photographs were taken is lighter than normal because of having been trimmed several times during the year.



DIFFERENT DEGREES OF FACE COVERING

These faces represent the five groups, beginning with No. 1 on the left.

Records of Yearling Rambouillet Ewes of varying degrees of face covering in 1921, 1923, 1924, in the flock of the U. S. Sheep Experiment Station, Dubois, Ida.

Extent of Face Covering	Group 1. Open Faced	Group 2. Lightly Wooled	Group 3. Medium	Group 4. Covered	Group 5. Wool Blind
Av. Grease Weight of Fleeces lbs.	10.94	11.15	11.04	10.26	10.72
Av. Scoured Weight of Fleeces lbs.	4.08	4.08	4.13	3.82	3.88
Length of Wool—Inches	2.26	2.24	2.18	2.31	2.19
No. Fleeces in each group	174	112	245	214	656
Av Live Weight of Ewes at 12 months— shorn. lbs.	84.3	90.1	83.5	83.7	83.6
No. Ewes weighed in each group	89	53	134	117	357

The figures in the table tell the story. Possibly they are not quite so striking as might have been expected by some of those who advocate that the wool should be bred off the faces of our fine-wool sheep. Because of frequent trimming the ewes with heavily woolled faces doubtless made a better showing than they would have made if not trimmed.

The most interesting and reliable contrast is obtained by considering groups 1 and 5. The ewes having an extremely heavy amount of face covering, group 5, were much more numerous than those in the other groups. The station flock has been founded altogether on blood lines from prominent flocks in which face covering has been regarded as one of the desirable points. These group 5 ewes on the average yielded one-fifth per pound less of scoured wool than the open-faced ewes in group 1. In other words the open-faced ewes yielded on an average 5 per cent more wool of slightly longer staple, and at the lower part of the table, group 1 ewes were about one pound per head heavier than those of group 5. The heaviest ewes were those in group 2, in which, as the illustration shows, the sight was no more impaired than in group 1. There is nothing in this data to indicate that Rambouillet ewes having extreme wool covering on their faces have any advantage in wool production or in the weights attained over the open-faced type. On the contrary the advantage of the latter type is quite distinct.

The Wool Grower prints this discussion and report solely in the interest of the breeders and range men engaged in the sheep industry. It must be recognized that in breeding for the amount of face covering that has come to characterize our more highly improved flocks, the breeders have catered to the expressed preference of the buyers of rams for range use. A full discussion of the above figures and of the conclusions to be drawn from them, as well as of the general subject of face covering is invited. Expressions of opinion from either breeders or range men will be welcome.

If the maintenance of a show standard which calls for extreme face covering is not in the interest of commercial sheep raising, the fact should be proven and recognized by a change in the show standards.

Open Faces and the Black-Top Merino

By M. J. SMITH

R. B. Millin's excellent article in the August Wool Grower on "Line Breeding and Open Faces from an Australian View Point" deals with facts and ideas of great interest to practical sheepmen. My observation among wool growers is that most of the experienced sheepmen realize that it is a detriment to a sheep from a utility standpoint to be extremely woolled over the head and nose. The reasons for this are very obvious and the injurious effects of such a covering strike at a sheep's most important quality (from any standpoint)—constitution. Only this morning I caught a ewe lamb that for some time has been bumping around against the feed racks in a blind manner and arriving at the grain troughs just in time to find them cleaned out. By cutting away a lot of wool from her face, I opened up a new world to her and she will now be able to compete fairly with the other sheep.

In the eastern part of the United States there is an interesting breed of sheep that possesses many valuable utilitarian qualities. They have been called the busy farmer's sheep as they require less attention and waiting on than some breeds. They have, however, never been famous for extreme face covering, but rather for lack of it among the fine-wool breeds. I refer to the Black-Top Delaine Merino sheep and particularly to the Improved Black-Top as now being bred in Michigan.

Black-Tops are an old breed and have long held sway in certain parts of Pennsylvania and Ohio. Breeders of this class of Merino sheep have kept their sheep very pure and have avoided the use of outside blood. The result is great uniformity. At one time I had some Black-Top sheep from Pennsylvania grazing on a semi-abandoned farm. Upstairs in the vacant house on this farm I found some copies of the National Stockman and Farmer of the year 1888, on the back pages of which were advertisements of Black-Top sheep that covered an entire page and practically all of them were owned in Washington County, Pennsyl-

vania. The similarity in appearance of my sheep and those shown in the cuts was striking and gave evidence of the purity with which this type of sheep has been bred during the past forty years. Black-Top breeders as a class have felt that they had something very valuable in the way of fleece character and oil and on a good body. It may be impossible to combine the highest quality of fleece on a good mutton conformation, but I notice that these old-timers made no apologies for having a "fine Delaine wool and that on a good mutton carcass."

It is interesting to note that this breed of sheep developed in a region that has long been famous as a sheep county and as a county that has been blessed with many high-class sheepmen. Limestone hills, blue grass pastures, an outstanding type of sheep and the aforementioned sheepmen have combined to give the "Panhandle" region of West Virginia and adjoining sections of western Pennsylvania and eastern Ohio the reputation of producing the best wools in the world. I have been told from a reliable source that these wools are superior to Australian wools because of a stronger fiber and that they are very valuable for use in carrying a blend of less valuable wools.

When I go to that prosperous little industrial city of Steubenville, Ohio, I am not thinking so much of their iron, coal and gas as I am of those men who, in days past and now, have had an eye for a beautiful type of light-shrinking wool with long staple and a distinctive crimp and with a white oil that is free flowing clear to the tip where it forms the valuable and famous black top or surface.

It was in 1909 that William R. Dickinson of Steubenville purchased a few sheep of Thomas Rotch that were claimed to have been from the original importation of Colonel David Humphrey of Derby, Connecticut, who was U. S. Ambassador to Spain. Mr. Rotch had moved from Connecticut to Stark County, Ohio, and



Open-faced ewes of the Black-top breed in the Michigan flock of Mrs. O. M. Robertson, Eaton Rapids. Mrs. Robertson states that the ewe at the end of the feed rack weighs 200 pounds.

had taken with him a few Merino sheep of the Humphrey importation of 1802 from Spain. It is said that Mr. Dickinson carefully and continuously bred these sheep within the importation of 1802 and progeny. William Berry is given the credit for really originating the Black-Top Spanish Merino from a purchase he made from the Dickinson flock in 1821 of descendants of the Humphrey importation of 1802. William Berry lived in Washington County, Pennsylvania. It was said that Mr. Berry was cautioned against crossing and finally developed the familiar black tops as distinguished from the lighter colored tops of the Saxons. The darker sheep were the larger, better constituted and more productive.

The Black-Top Spanish Merino Association was organized in 1882. It was insisted that the blood of the sheep recorded be pure Spanish Merino as imported by Colonel Humphrey in 1802 and bred by Mr. Dickinson of Steubenville, Ohio. The Improved Black-Top Delaine Merino Sheep Breeders Association was organized in 1885 by nine breeders of Washington County, Pennsylvania, who felt that they had effected considerable improvement in the breed. In 1889 sheep of this improved strain began to go to Michigan through purchases by L. L. Harsh of Union City in particular. Later Mr. Harsh was elected president of the association and held the position for twenty-five years. Since that time these improved Black-Top sheep have had an important place in the sheep industry of the state of Michigan and are spoken of as Michigan Improved Black-Tops. Mr. L. W. Hendee of Pinckney, Michigan, made the statement that "these sheep as

grade utility sheep are without a doubt the most popular sheep in Michigan, in the lower half of Michigan anyway. One professor at the Michigan Agricultural College said that there were as many grade and Black-Tops in Michigan as of all the other breeds of fine-wools put together." Mr. Hendee declares that this is due to the fact that "they are a combination of wool and mutton, being the largest of the Merino family. They have a fine form, hardy constitution, capable of rapid growth and carry a heavy fleece of long white wool containing sufficient white oil to make a healthy fiber, although a slight buff colored oil is not objectionable, and presumably are a little heavier shearers."

Up in Michigan they are doing some good work in supervising shearing records. Mr. Hendee had one two-year-old ram that made a certified record of 31.3 pounds—365 days' growth—and a ewe that made 19.7 pounds. Last year for the first time the Michigan State Fair had a class for the Black-Tops and it was very noticeable that the Michigan Black-Tops are a heavier shearing sheep than the Black-Tops one usually sees. It must be remembered that in parts of Michigan fine-wool lambs are still fed in the winter, shorn, and sold in the early spring. I was told that many farmers insist on Black-Top lambs for feeding. One man said that he had orders for 1200 head.

A discussion of this breed of sheep would not be complete without saying something about the nature of the rams. They are of special interest to real sheepmen as civilization has not deprived them of many of their valuable qualities. They

are a virile type of ram with a head not extremely covered with wool and an eye such as a buck should have. One farmer and good sheepman was looking at a ram of this type and he was moved to remark: "I would not want that buck to get with a flock of ewes of mine unless I was ready to have them get with lamb." This sums up what I have been trying to say and it is true that this old breed of self-reliant sheep have much about them that appeals to a lover of sheep.

A BREEDER'S VIEW ON OPEN FACES

To the Editor:

I have been much interested in the recent discussion in the Wool Grower regarding open-faced Rambouillets. For a number of years we have been breeding and selling Rambouillet rams as well as running a large number of commercial range ewes. While we have endeavored to produce an all-round range sheep, our first consideration has been the production of the maximum weight of fleece of highest quality. We have always given preference to breeding rams without wool on the face below the eyes. I think the appearance and record of our rams fully refutes the view of Col. Lincoln of the Rambouillet Association that extreme face covering is essential to the production of good fleeces. We now have 19,000 head of ewes on the range that I think impartial breeders, for their size and shearing qualities, would consider fully equal to any woolly faced ewes run under similar conditions.

David Dickie.

Dickie, Wyoming

CORRECTION

In placing the legends on the illustrations used in connection with the Intermountain Stock Show awards in the April issue of the Wool Grower, those pertaining to the Hampshire winners were reversed. The ram lamb entered by J. D. Nebeker & Son of Stockton, Utah, which won the special association prize for the best Hampshire fleece at the show, was the ram shown in the lower illustration, erroneously labeled as the Grantsville Club lamb.

LETTER FROM A SHEPHERD TO HIS PAL

Salt Lake City, May, 1927

Dear Ern:

Too bad you're laid up with spotted fever, for you'd orto be along with me in Salt Lake City. She's quite a town. The clerk of the hotel here told me some of the sightseeing points. It has the same atmospheric density as Denver and Reno. The altitude crosses at right angles with the latitude—only town in the U. S. so located—which gives it a bracing air. Ladies have often remarked that the nights here seem shorter than those at Denver, but longer than at Reno. Personally, I can't tell any difference. I suppose I sleep too sound.

First thing is liable to crop up in your mind in conjunction with this metropolis is that it has wide streets and is the cradle of plural marriage. Well, that's where you're off your base. It's true about the streets—they're the only streets in the world wide enough so you can quote the Lord's Prayer while you're crossing from one side to the other. And there's enough good looking maidens here to make plural marriage a political issue. But they're mostly Republican stock, and when they get married they elect their partners on a straight ticket, without the privilege of referendum or scratching. Of course, there's a few here and there with Democratic ideals—friends with everybody—figuring, you know, to keep out of war. But they're in the minority and cast no reflection on the melee as a whole.

That reminds me. I want to tell you about a secret order among the women here they call the Destroying Angels. They're most blondes and good looking. There's quite a bunch of 'em—it's a strong order—and they're sure moody and destructive. There's two or three ways you can tell a Destroying Angel. In the first place, she won't speak to you. She may stick out her hand, but she won't speak. Along about that time you'd better move on—sticking out her hand that way is the secret call for help, and if you don't remove yourself out of her environment right away you're liable to be the indirect cause for a stop in the traffic.

Funny thing happened to me the other night, in which I had a close call. There's a convention on here, with every room jammed full. Just to be accomodating I traded the clerk my room for a cot out in the hall. Well sir, I'd been down to the Pantages—that's a swell show down the street a ways—and as it was getting late I was about to bunk on my cot, when it struck me that I'd forgot my grip. It has a bottle of French hair tonic in it which I'm using as a gargle, so I slipped over to my room, found the door open, and stepped in. The place was all littered up with talcum powder cases, lipsticks, etc., and the bedpost was draped with a assortment of mystic female sanctuary as I never seen the like before. I was just about going to pick up my grip and beat it, when I heard a patter of bare feet coming my way, and I jumped into the bath room and locked the door.

That put me in a mighty embarrassing fix. There was two Destroying Angels camped in my room, and the room on the other side of the bath was held down by a married man and his spouse. It looked like I'd just have to spend the night there and wait till somebody checked out. After a while the married lady tried the door, but I turned on the faucet and grunted like a water buffalo, and she withdrew. Then one of the Destroying Angels tried to break in, and I coughed like a traveling man coming out from under ether, and she gave it up too. Then things grew quiet. By and by I got sleepy, and I figured I might as well take a bath. Lucky for me I hung my clothes that time instead of just shedding 'em on the floor. Well sir, the water wasn't very warm, so I let it run; and by golly, I went sound asleep.

Along about daylight the people in the room below commenced raising hell and woke me up. It sounded like somebody was leaping from one piece of furniture to the other. Then I heard a man's bass voice boom like the chairman of a grievance committee. "I want you to understand," it rolled out, "that I'm a traveling man, not a sailor."

By that time I was dressing. Good thing I'd hung up my clothes. By standing on a chair I got dressed without getting soaked. My shoes, though, were wet.

One was afloat, like a Dutch boat, but the other I had to fish out from the bottom. Then the telephone rang in my room and one of those maidens jumped out of bed and gave a gasp—"Good Gracious," says she. "Look at my clothes!"

There was a window, with a fire escape about ten feet below. It was five stories on down in case I missed—but I took a chance. I ran down the fire escape two stories and came to a room occupied by a gent with his window open. He was putting out a snore as reminded me of some of my lion hunts. I didn't hesitate, but crawled boldly in. He was a prosperous person, both in size and habits. On his dresser stood a bottle of good moon and a box of cigars. So I drank three fingers to his health, lit one of his stogies, and eased myself out into the hall.

Lucky, the way I got out of that. The management bought them girls a hundred dollars worth of clothes and didn't charge 'em a dime for the use of the room. But they can't figure out how it come that my bathroom was locked both ways from the inside. That is just bound to go down as a unsolvable mystery, 'cause I'm as reticent on that point as a Destroying Angel—I won't say a word. Well, Ern, I'm going to make a raid on the dining room. Here's hoping your spots are gradually wearing off.

Your friend and Pal,
Richard A. Wormwood.

TEXAS TO TEST STOMACH WORM MEDICINES

The Live Stock Sanitary Commission of Texas is to get an appropriation of more than \$800,000 for the coming biennium and with these funds it is hoped to put an end to the sheep and cattle diseases. Just now the commission is working out, with the assistance of the ranchmen who are with it soul and body, a program for the killing out of the stomach worm.

The commission, through one of its members, J. A. Whitten, is to have a demonstration of the effectiveness of each and every medicine offered for the killing of the stomach worm in the near future. The sheep are to be bought by the medicine companies and the test conducted over a period of thirty days.

Sam Ashburn.

SOME VIEWS ON WOOL SELLING

The Wool Grower has invited officials of the National and the various state associations to express their views regarding the wool marketing situation and plans for improvement in present methods. These opinions will be printed as received in connection with the program of constructive discussion preparatory to the inauguration of some improvement by the time next year's clips are on sale.

Below are printed the views of the eastern vice-president of the National Association, the president of the Oregon Wool Growers Association and of the president and secretary of the Nevada Land and Live Stock Association. The contributors names appear above their statements.

Vice President W. C. Coffey

I have enjoyed reading your article in the April issue of the Wool Grower entitled, "Selling Territory Wools". It is logical and convincing. As you very properly point out, it is no longer necessary for the wool grower to depend upon private business institutions for financing. Since this is true, it is my opinion that those growers who continue to follow such a method of financing will find it even less advantageous and satisfactory than in times past. It is also clear that we are in a new day with respect to merchandising all the way from the producer of the raw product to the ultimate consumer of the finished product.

With these new situations, it is clear that the most intelligent marketing is that type which places the commodity in the hands of an efficient selling agency whose only function is that of selling. In my judgment the selling agency will be in a position to serve most efficiently if it is tied to an organization of producers so that it feels its responsibility to it. In no case, however, would I place the selling agency in such position that it would have to consult producers with respect to grading and classifying the product and setting the time of sale. In other words, the selling agency should have a free hand in these matters and should render an account of its stewardship to the producers at the close of the year's business. In rendering this account there

should be a large element of education with respect to the quality and general desirability of the product put into the hands of the agency to sell.

I cannot see a great future for any line of agricultural production in America unless the producers are intelligent with respect to market demands. Nor can I see any long continued success for any organization of producers unless they place their products in the hands of an expert for sale. Expertness in any line is never acquired unless the so-called expert has the freedom to act when his judgment prompts him.

K. G. Warner, President of the Oregon Wool Growers Association

Replying to your letter asking my opinion as to the best way of marketing our western wool clip, I will say that whatever plan is adopted, in order to be successful the grower or owner of the wool must be willing to turn the pricing and selling of it entirely over to his broker or agent. As long as the owner has control of his clip, just that long the market will be fed with enough distress wool to hold prices down.

I am aware that the American grower is very much of an individualist, is used to deciding and making up his own mind and naturally will not take kindly to my suggestions. But he should be able to see that under the individual selling of the present, prices have been beaten down until they include only a part of the benefit made possible by our tariff law. It seems to me he should be willing and anxious to try some other plan.

I am in hopes that some day we shall market our wools on a plan like, or at least similar to, the Australian method. If I understand this method it leaves the pricing and selling of the wool entirely in the hands of the broker; also, under this plan wools are displayed so they can be seen advantageously and growers are better able to make comparisons. The result is educational and the tendency is to improve the clip, whereas under our present method of selling at the ranch the clip as a whole is undoubtedly deteriorating.

I am glad you have brought this question up for discussion. I am anxious to read the other fellow's ideas. It seems to me that the time is ripe for us to get away from the present method and adopt a more up-to-date plan. I, at least, am willing to try it.

C. W. Griswold, President of the Nevada Land and Live Stock Association

Wool is the hardest thing the sheepman has to sell, partly because he knows so little about it. I think the only way wool growers can get the market value for their wool is to organize and sell it through a grower-controlled agency which will honestly class and grade the wools. A good step in advance would be to pool all Nevada wools at central stations and have a competent man advise on its intelligent disposal on its quality.

I know of one instance where some outfits running their sheep in Elko County split them prior to shearing, driving one part to Elko and the other to Mountain Home, Idaho. The wool from the outfit sheared at Elko was sold at private treaty and brought 30 cents, selling on an estimated shrinkage basis of 68 per cent. The wool shorn at Mountain Home went into the pool there and brought 35 cents on an estimated shrinkage of 62. There is no reason to suppose that there was any very great difference in the wool, so the different method of selling the wool must be responsible for the difference in prices received.

Vernon Metcalf, Secretary of the Nevada Land and Live Stock Association

So much has been said and written regarding the advisability of cooperative wool selling that it seems no longer a problem of education as much as one of action. It seems to me one of two things will happen: The movement will come about gradually through local agencies, or some of these days a bunch will get together and start a real scheme for the West as a whole, or a material part of it. If it is to be the policy of the National to let the movement grow up from local agencies, then about all it can do as far as I can see is to continue to use its influence to foster that idea. If, on the

other hand, it is decided to try for a big central agency, it looks to me as if it will have to be done the same way stockmen have had to do about everything along the organization line. It is for an influential and representative bunch of growers over the general territory to take the lead and start the agency.

It might bring some real developments to circularize the more representative growers to find out how many are sufficiently interested to gather around the council table and see how closely they might be able to get together on a plan. I believe there are a number of growers in Nevada who, if they knew a worthwhile bunch had agreed to take this step, would take the time to attend such a session, and that if the results panned out at all, might be induced to join in actually organizing a central agency.

SHEEP AFFAIRS IN AUSTRALIA AND NEW ZEALAND

By A. C. Mills

Melbourne, March 16.

The best that can be said for the drought position in Queensland is that the area still affected has been reduced somewhat by the more or less scattered storms of the past month. Up to date there have been no general rains extending across the center of the Continent and covering all Queensland. The worst of it is the monsoon season is passing, so if there is not a definite break by the end of April the chances are those sections that missed the best of this year's fall will have to wait quite a time for relief.

The principal remaining dry areas are to be found in the far west and central divisions of Queensland. The former is at the best of times but light carrying country, but there is a lot of land in central Queensland which is shockingly dry that normally is reckoned among the finest sheep pastures in the State. Any stock left there are being hand fed, but fortunately, thanks to the December and January rains, relief country is now available nearer the coast. As a matter of fact the coast belt and a good deal of country back three or four hundred miles has lately had rather too much rain. There have been serious floods in parts, and consequent losses of stock.

The following details culled from the annual report of the Queensland National Pastoral Company will serve to show how some of the landholders in the north have suffered through the drought. The company holds large areas of valuable grazing land, utilizing it for sheep and cattle runs. It has a paid up capital of \$4,250,000, and last year's accounts came out on the wrong side to the tune of \$1,244,495, compared with a net profit of \$97,705 for 1925. Sales of stock were necessarily very restricted yet the balance sheet value of cattle has been written down from \$1,598,705 at the end of 1925 to \$1,216,100 at the close of 1926. The loss of capital with sheep has been even more notable, stock being written down from \$750,670 to but \$334,500. The report mentions that the company only branded 6981 calves in 1926 and marked no lambs whatever. If a big company is affected to that extent one can imagine how many private individuals in a smaller way have been knocked. No wonder the government has thought it advisable to appoint a board of inquiry to see what can be done to assist the industry.

A striking contrast to the action of the Queensland Government in nominating a board to advise it as to ameliorative measures for graziers is that of New South Wales in just passing through the legislative Assembly a bill designed to tax large estates out of existence. Like Queensland, the New South Wales Government is socialistic, and is even a little more "red". Several measures have been introduced this session that have been vexatious to graziers and this is by no means the least so. It is known as the Large Estates Bill and provides for a graduated tax, ranging from 5 cents to 12 cents in the pound sterling, on the unimproved value of properties in what are called the agricultural areas in excess of \$50,000. The proposed tax will be imposed on top of existing land taxes. The fact that relatively large areas are essential to the maintenance of high grade Merino flocks is ignored. Properties that are used mainly for stud breeding will be exempt from the tax.

The past month has been particularly dry over the southern and central sectors of the Commonwealth, not that it mattered much as the great bulk of the coun-

try is carrying a good sole of dry feed.

The most satisfactory feature of the current season is the continued firmness of the wool market. Prices realized at auction have advanced steadily practically ever since mid-November, and are to-day at the highest level touched since the 1926-27 season opened. Compared with last month values generally have risen some 5 per cent though relatively the best wools are still the cheaper. With these it takes a regular top-notch to make much over 60 cents, except in the case of 70's quality and upwards, of which there is little available.

DECLINE IN WOOL IMPORTS

Total imports of wool into the United States during the first two months of 1927 were 61,568,000 pounds, which is \$19,000,000 less than was received from abroad in the first two months of last year.

This 61,000,000 pounds included 27,000,000 pounds of carpet wools, and 3,000,000 pounds of clothing wools, the balance being wools classed as combing. Eleven million pounds of the combing wool came from Australia and 14,000,000 pounds from South America. China furnished 10,000,000 pounds of carpet wools, while 7,000,000 pounds came from the United Kingdom, having been exported from various countries to be sold in the British markets.

Imports of woven fabrics of wool and mohair during the first two months of this year total 3,751,000 square yards, weighing on the average 8 ounces to the yard. Of these imports 167,466 pounds were worsted fabrics and there were 1,661,300 pounds of woollen fabrics, coming chiefly from British concerns.

The value of unmanufactured wool imported in the United States in 1926 was \$106,721. This was 24.8 per cent less than the value of the imports in the previous year. The wool imports constitute 2.4 per cent of total American imports and rank seventh in value. Crude rubber ranked first in 1926, partly on account of the increase in price. Raw silk was second, with the total import amounting to \$392,760. The other imports of which the value exceeded that of wool were coffee, sugar, news-print paper and furs.

THE WOOL SACK

JERICHO POOL SOLD

The sale of the Jericho wool pool at 30¾ cents to Draper & Co. of Boston was reported on May 5. The pool includes 94,000 fleeces this year and is considered to be in good condition. The shrinkage is variously stated at from 63 to 65 per cent. A Boston report placed the cost of the clip, landed at Boston, at 95 cents per clean pound. The pool is altogether of fine wool, largely of French combing grade, but with some fleeces of staple length. If sold at the basis of recent Boston quotations it would appear that these wools would afford a very satisfactory profit of the buyer. Thirty-three cents was paid at the time of the Jericho sale for a large Utah clip of similar character.

"CHIN-TO-MOUTH"

Mill buying is no longer on a hand-to-mouth basis. It has advanced now to a "chin-to-mouth" proposition, according to the report of the Philadelphia wool market appearing in a recent issue of the Commercial Bulletin.

"Low edge wools for both woolens and worsteds," the market letter states, "are the grades chiefly in call, according to dealers specializing in various descriptions for meeting almost any need in a market in which buyers appear to hold the stronger cards, and demand in this respect is sell sustained, comparatively speaking, so that in one respect the market is given a semblance of some little activity. And no matter how small or large the lot, it must be shipped out within twenty-four hours after purchase. One of the larger mills, spinning and weaving, was a buyer of sixty bags that, it was specified, must be on cars the following morning or the sale must be considered canceled. The lot was moved out of the seller's warehouse by daylight and was in transportation as per shipping instructions. Dealers with the wools wanted, who can maintain a 24-hour delivery service, say they are having a fair retail business with manufacturers taking on a "chin-to-

mouth" basis, averting loss of time as on the hand-to-mouth plan.

"But the trade is feeling better over what is declared to be certainty of some improvement in domestic wools, so far as indicated by inquiry. More convinced than ever that mills have no stocks, and entertaining no doubt that they are on the edge of an increase in orders, dealers appear to be quite sanguine, that as the clip comes on the market and prices become

more firmly established, mills will return to more nearly the normal way of doing business in raw materials. No additional shipments of wool are coming in, it is pointed out, so that any material improvement in demand would operate to the absorption of any excess stocks of domestic wool. At the moment there is less call for wool to go abroad, and South Americans in the market appear softer."

The Boston Wool Market

By H. A. Kidder

Trade conditions in the Summer Street wool houses are not very much different from those ruling a month ago. The volume of business passing has been restricted to a considerable extent by the lack of seasonable stocks, as old wools are pretty well exhausted, while new wools are not yet available in volume for active trading.

Some of the Arizona early-shorn wools are on the market, but as a rule manufacturers are not ready to pay the prices demanded for the better lots, while they are not particularly keen for less desirable lots. There are also available some Territory wools from other sections, shorn before lambing, which have been moved at rather lower figures than have been previously quoted.

Thus far only scattering clips of the newly shorn Territory wools, outside of those mentioned above, have come forward to Eastern markets. Where samples or carloads have appeared, dealers have expressed themselves as very well pleased with the character and appearance of the new wools, and whether acquired by contract or direct purchase after shearing, there is a feeling that in quality and condition the new clip will be above the average. Naturally this gives confidence to holders of the early contracts. Though a certain proportion of these were made over to manufacturers, there is still a tre-

mendous weight of wool in the range states and in Texas to be taken up directly by the trade.

The position of the wool market as regards values is somewhat difficult to define. There is undoubtedly some pressure being brought to bear to depress prices, though this desire is modified to a considerable extent by the attitude of those who have contracts, and whose interests for the time being favor a continuation of the previous situation. It is also supposed that manufacturers who have secured a good volume of orders for the new lines of goods do not desire a serious break in wool prices at this time, fearing that pronounced changes might lead to cancellations.

It is true, however, that the wool trade is not agreed as to what is best to be done in the West. One faction laments the fact that too high prices, as they say, were paid for the early contracts, and that it is essential that the remainder of the clip to be taken over on a lower price basis in order to even up costs. Others insist that stability in wool values must be maintained, and that only by such action can it be expected that the new clip can be handled promptly, leaving to the future the question of profits.

The latter half of April brought many rumors of price cutting, and it was claimed that lower figures were accepted than were thought possible a month earlier. The full extent of this movement towards

lower price levels can not be definitely stated, as investigation showed that in some cases, at least, the very low figures quoted were either not for standard wools, or else were made to clear small lots of a few bags or bales. Such transactions are often noted at the end of the season, and do not indicate particular weakness as much as a desire to put the handling of the new clip on a more profitable basis.

Manufacturers were evidently willing to take advantage of this condition, provided the thing could be accomplished quietly. At times there was a substantial movement to the mills, where stocks would allow, but not all the sales reported were of the standard grades reported, especially if of sizable volume. Values of domestic wools have at all times continued to rule considerably below the parity of foreign wools of similar grade, with the duty added. How long this abnormal condition can continue is a question, but it is something to be reckoned with today.

The season is practically over in nearly all foreign primary markets. New Zealand and all Australian markets, except Sydney and Brisbane, closed late in March or early in April. Sydney closed definitely during the last week in April, though it is probable that both Sydney and Melbourne may later have a clearing sale of oddments, withdrawn lots and fall shorn wools, but not of particular importance, in May or June. Brisbane is to have sales May 17 to 19, with offerings of 30,000 bales, and June 28 to 30, with offerings of 35,000 bales.

Australian values were well sustained, in all markets to the end of the season, except such sagging as might reasonably be expected to follow the offering of a rather poor selection. Americans bought comparatively little, even under the stimulus of the end of the season's trading. Latest figures available give the shipments of wool from Australia to the United States from July 1, 1926, to April 22, 1927, as 127,780 bales. For twelve months ending June 30, 1926, total shipments from Australia to this country were 216,824 bales.

The third series for 1927 of the London wool sales opened May 3, with offerings

of only 124,000 bales, compared with 142,500 bales at the corresponding series last year. More than one-half the total offerings, or 68,900 bales are New Zealand or South American crossbred wools. Only the results of the first day's operations are available as this is written, but they are entirely in line with the Bradford forecasts, though not as strong as Summer street predicted. Prices at the opening were generally easier, par to 5 per cent lower than the closing rates of the previous series. This is not conclusive, however, as it often happens that the sales show weakness on the opening day, as the selling brokers hesitate to offer their best wools at too early a date. Withdrawals were frequent, chiefly among Merinos.

The Western season has been opening slowly, mainly on account of the unfavorable and stormy weather, which has delayed shearing. Only in favored sections have shearing operations been carried on in normal volume. In such sections something has been done, the basis of prices being in most cases about on a parity with what was paid for the early contracts. It is reported here that the growers have been quite strenuous in this matter, as they can see no reason why the new clip wools should not bring as much now as buyers were willing to pay for similar wools in February or March.

Both buyers and sellers are disposed to proceed very cautiously. To persist in offering too little money would tend to increase the volume of consignments, while conditions in the East are such as to make it imperative that costs be kept at the lowest possible point. Recent purchases of shorn wools are reported as having been made in Southern Utah, where 26½ to 28 cents has been paid for fine wools, mainly of the French combing type, though with some staple. These wools are estimated to cost 87 to 92 cents laid down in Boston, without profit to the buyer.

There has been some buying for Boston account in the Green River country in Northwestern Colorado, where 29 to 33 cents has been paid, possibly a fraction more in some cases. These prices are claimed to about on a par with the early contracts. Buyers are trying to get the best wools at 28 to 29 cents, or even less,

while the growers are reported as generally standing out for 31 to 32 cents.

Shearing has also delayed in Texas, but quite recently more has been done. Most of the early contracts in that state were in twelve-months' clips, consequently when the unsold remainder of the clip comes to be sold, the offerings of eight-months' wool are likely to be relatively larger than of the longer-stapled wools. In the fleece wool sections of the Middle West, buyers and sellers are apart as to values, the former trying to buy at 32 to 33 cents, certainly not over 35 cents, but the growers are generally asking more money. Ford is reported paying 36 cents in Michigan for wools to make into auto linings, and this is a disturbing factor for other buyers. In Ohio some of the local speculators are reported to be paying up to 35 cents, in an effort to recoup some of last year's losses. This also unsettles things from the standpoint of the Eastern buyer.

In Boston, fleeces appear to have developed more weakness than Territory wools. In fact, most of the recent stories of extremely low prices being accepted have been about transactions in fleece wools. In most cases, all that is available in way of quotations are largely nominal, especially when applied to what may be called standard wools. Sales have been made during the month of choice Ohio delaine wools at 45 cents, but at the close the quotation is nominally 44 to 45 cents, with little good wool actually available at the lower figure. Similar conditions and quotations apply to half-blood combing fleeces, though this grade is the scarcest thing in the market today.

Manufacturers have been showing considerable interest in quarter-blood and three-eighths-blood combing fleeces, and knitters having been particularly active. Where a month ago the low edge of the market for Ohio three-eighths-blood combing was 44 cents, today it would take the choicest wool on offer to bring that figure, the current quotations being 43 to 44 cents. Sales are reported to have been made during the month of quarter-blood combing as low as 42 cents, but some doubt is expressed as to whether this wool was of standard grade. The quotation

for average to good quarter-blood combing is nominally 42 to 43 cents. Possibly there are occasional lots of all grades of fleeces which are being held for more money, and for which the owners are turning down the current low bids of mill buyers.

Similar unsettled conditions are noted in Territory wool circles. Very little wool of the fine and fine medium staple order is left unsold in this market, unless a few clips of consigned wool may be said to come under that head. If such wools were available, they would fairly be quotable at \$1.05 to \$1.10, though a really choice lot would probably bring the higher figure. Most of the fine wools available at the moment are of the French combing type, and consequently manufacturers are showing most interest in them. Early in the month these wools were quotable at \$1.05 and above, but today wools of this type of really choice character are to be had at \$1 to \$1.05. Some of the new wools, Arizona and others, are said to have sold at 95 cents to \$1, but the best lots are quoted at \$1 to \$1.05, and sales have been made of choice Arizonas at \$1.03.

Half-blood wools are scarce, compared to other grades, and sales continue to be made at or above the dollar mark, the current range of prices being nominally \$1 to \$1.02 for choice, Montana and similar, and 98 cents to \$1 for average lots. Mill buyers are making strong efforts to bear the market for the medium grades, and are offering 5 to 10 cents below holders' ideas of values. The current quotations are still nominally around 88 to 90 cents for three-eighths-blood staple and 78 to 80 cents for quarter-blood staple, but buyers and sellers are unable to get together on this basis. Current values are subject to dicker, and when sales are made it is usually by compromise on both sides.

From the above it will be gathered that the market is in a transition stage, with powerful interests arrayed on both sides of the market. Rather better business has been recently reported from the New York goods trade, and some of the mills are reported to be doing fairly well, though this is not the plea put forward by mill buyers when they come into the

wool market. Though the London opening was a bit easier than the close of the previous series, much depends upon the attitude of German buyers who are scheduled to support prices in England and the Colonies. Re-exports of foreign wools in bond continue to be a feature of the situation, and this and the continued strength abroad are the strongest factors in today's market.

WAREHOUSE AT POCATELLO

Pocatello, Idaho, is to have a bonded wool warehouse, according to recent press notices. The Western Wool Warehouse Company of Portland, Oregon, presented the proposition for the establishment of such a warehouse to the wool committee of the Chamber of Commerce of Pocatello and received its endorsement, which, it is stated, practically assures operation of the plan. Local bankers, it is reported, have agreed to advance sixty per cent of the value of the wool stored on bonded warehouse receipts and similar cooperation is being sought from other bankers in southern Idaho. The Western Wool Warehouse Company is to handle the selling of the wools stored in the Pocatello warehouse.

BETTER BUSINESS BUREAUS OPPOSE USE OF TERM "PART WOOL"

The Better Business Bureaus of New York and Boston have been doing very commendable work in regard to the proper labeling of blankets and cloth containing different amounts of wool.

Their interest in this work has been largely aroused by the use of the term "part wool" as a descriptive phrase pertaining to blankets. This label has been attached in some instances to blankets containing only two per cent wool, which, it is pointed out, adds nothing to the warmth and durability of the article, and is therefore misleading to the purchaser.

To correct this evil, the Better Business Bureaus of the two cities named have urged greater care in the use of this term by advertisers and the New York bureau has advocated the use of a set of terms that would give the public quite a definite idea as to the wool content of the

blanket. They propose that the words "all wool" shall be used in connection with blankets containing at least 98 per cent wool; that "wool and cotton" shall apply to blankets containing more than 50 per cent wool; that "cotton and wool" shall be used when the wool content of the blanket is 25 per cent; and that blankets with less than 25 per cent wool in their make up shall be simply called blankets.

The adoption of these terms by dealers is, of course another matter, but the agitation by the Better Business Bureaus should lead to an improvement in the present condition.

CONSIGNMENT WOOL SELLING CONCERNS

The Wool Grower has been requested to carry in its columns a list of the wool selling agencies that are not engaged in speculation and which limit themselves entirely to the selling of wools for growers' account. The list as printed below includes marketing associations in various states. Most of these employ nonspeculative selling agencies at the markets. Others of the organizations listed take care of both the assembling and pooling of wools as well as of making the sales. The names of the agencies, together with those of their managers are as follows:

Arizona Wool Marketing Association
Manager: H. B. Embach, Phoenix.
Colorado Wool Marketing Association
Manager: V. B. Stark, Denver.
Idaho Wool Marketing Association
Manager: Donald McLean, Twin Falls.
Montana Wool Cooperative Marketing Assn.
Manager: Murray E. Stebbins, Helena.
Nevada Wool Marketing Association
Manager: C. A. Sewell, Elko.
Utah Wool Marketing Association
Manager: J. A. Hooper, Salt Lake City.
Wyoming Wool Marketing Association
Manager: J. B. Wilson, McKinley.
Northern California Wool Warehouse Co.
Superintendent: A. M. Hersey, Vina.
National Wool Exchange
Manager: Matt Staff, 53 Fargo St., Boston.
Pacific Cooperative Wool Growers
Manager: R. A. Ward, Portland, Oregon.
Western Wool Warehouse Company
Manager: M. D. Fell, Portland, Oregon.
Wool Growers Central Storage Company
President: Robert Massie, San Angelo.
Ohio Wool Growers Cooperative Association
Manager: J. F. Walker, Gambier.
Cooperative Wool Growers of South Dakota
Manager: M. R. Benedict, Brookings.
Minnesota Cooperative Wool Growers Assn.
Manager: R. E. Jones, Wabasha.
Illinois Agricultural Association
Director: Wm. E. Hedgcock, Chicago.
New York State Sheep Growers Coop.
Manager: F. E. Robertson, Syracuse.

ORDERLY WOOL MARKETING ADVOCATED

The statements printed below have been contributed by two members of the Board of Directors of the Pacific Cooperative Wool Grower.

I have been a member and a director of the Pacific Cooperative Wool Growers for the past six years and have been well pleased with the way in which my wool has been handled. The first year I made \$5,000 more than the buyers offered me for it; and the past five years I have been getting from five to seven cents a pound more than the men who are not members of the cooperative association.

Until sheepmen become educated to orderly marketing, they will never get the real value of their wool. If some who are not converted to the idea, would go down to Portland, Oregon, and go through the Pacific Cooperative's warehouse when the wool is being graded, they would learn more in one hour than they have in all the past history of their business.

We sheepmen are entitled to ten per cent on our investments, but at the present time we are getting only about two per cent. I am a successful sheepman and I attribute part of my success to the Pacific Cooperative Wool Growers.

W. E. Hunt.

Maupin, Oregon.

I consider the Pacific Cooperative Wool Growers organization offers the best and only logical way to sell wool. It is the orderly method versus the dumping plan which has been the general practice of the farmer in selling his crops since man began to produce more than his family could consume.

Cooperative marketing means the organization and consolidation of many individual units into one central body that can afford to employ skilled and specially trained men to conduct the business of selling the wool of each individual member, which may be made up into pools of like grade and quality. This method of doing business has been practiced by the industrial interests in this and other countries for many years and the merit of the system is amply proven by the constant merging of big

business into larger units, as the railway systems, the lumber industry, the automobile industry, the chain stores and many others are doing at the present time.

Why should farmers and the wool growers continue to allow themselves to be exploited for the benefit and enrichment of speculators and selfish business interests? Why not adopt the same identical methods which the big industrial businesses are finding so profitable?

This is just what the Pacific Cooperative Wool Growers are doing, and they are finding it equally profitable for their many members. And it is here to stay. It passed through what might be called its experimental stage several years ago and is a going concern; it is growing in membership in spite of its many enemies who are composed of selfish interests that are losing the very lucrative business they have enjoyed for many years on account of the work of the Pacific and other cooperative associations now operating in nearly every state in the Union where wool is grown.

If the farmer and the wool grower are to keep pace with the advance of the times and the modern methods of the business world, they must change their obsolete methods of marketing their products to the more modern system of cooperation.

S. D. Dorman.

Ontario, Oregon.

MEAT BOARD PROSECUTES UNFAIR ADVERTISING

The use of the phrase "Meat May Be Your Poison" by the Shredded Wheat Company in newspaper advertising has been made the subject of a complaint before the Federal Trade Commission. Officials of the National Live Stock and Meat Board presented the matter to the commission in February and that body now has it under consideration.

If the Federal Trade Commission decides that such advertising constitutes an unfair trade practice, it should result in curtailing the use of "scare" advertising copy in reference to meat, which has occurred so frequently in past years. Since the Meat Board commenced operations, it has devoted considerable effort in securing the withdrawal of misleading and erroneous statements concerning meat.

WEIGHTS OF LAMBS BY HALF- BRED SUFFOLK RAMS

To Whom It May Concern:

This is to certify that I, Ben Darrah, of Shoshone, Idaho have made the following test in raising lambs to satisfy myself regarding the qualities of different bucks. On September 15th, 1925 I put 45 pure blood Hampshire bucks in with 2000 ewes and on same date put 45 head of cross bred bucks (half Hampshire and half Suffolk) which were raised by Laidlaw and Brockie, of Muldoon, Idaho in another band of 2000 ewes which were of same age and grade as the other band.

These ewes were then given the same treatment until lambing time but were branded differently. At lambing time they were thrown in the same bunch and as each ewe lambled and passed out of the sheds the lambs from the Hampshire bucks were separated and placed in separate corrals from the lambs of the Suffolk cross.

At marking time the first five hundred singles from each set were placed in the same band, having previously been branded differently. From that date until shipping time they were run constantly together, receiving identical treatment and feed.

On the afternoon of the 14th of June, 1926 I cut out my lambs for shipment. I cut out 891 lambs, 442 of which were from the Suffolk Cross and 449 from the Hampshire rams. These lambs were then separated and weighed. The Suffolk cross lambs weighed an average of 90.5 pounds per head and the Hampshire lambs weighed an average of 86.1 pounds per head or a difference of 4.4 pounds per head in favor of the Suffolk Cross.

Ben Darrah.

This is to certify that on the 14th of June 1926 I weighed 442 lambs for Ben Darrah which were from Suffolk and Hampshire Cross Bred Bucks which averaged 90.5 pounds per head. Immediately following this I weighed 449 lambs from Pure Bred Hampshire Bucks which weighed an average of 86.1 pounds per head.

J. P. Lane.

(Advertisement)

Range and Market Trade in Lambs

CHICAGO

Short tonnage was responsible for a high, buoyant lamb market in April. It was a reasonably stable market which is not the rule at high-price levels.

Eleven markets had about 640,000 head or 60,000 less than a year ago; Chicago was 74,000 short of April 1926. Lambs reached the high point at the end of the month when California springers realized \$17.75 at Chicago; Arizona made \$18; shorn lambs, \$16, and woolled lambs of last year's crop \$17 per hundredweight. These are the season's records up to that time. Dressed trade did a gratifying performance. The only grief encountered was in the case of sheep which broke \$1.50 to \$2 per hundredweight coincident with a run of Texas muttons which lived up to their reputation as price-breakers.

The month's top prices on Colorado's were made during the closing days at \$16.25 for shorn stuff and \$17.25 for woolies.

Most of the time it was even trade. Colorado supply was a disappointment to killers, results showing that feeders in that quarter had not tucked away the lambs they were credited with. The promised heavy run of California spring lambs also failed to materialize.

A noticeable phase of the receipts was the superior condition of shorn lambs which accounted for a narrow spread of 75 cents to \$1 per hundredweight between shorn and woolled stock. It also reflects deficient quality in southwestern lambs to which Colorado feeders were compelled to resort when they found themselves short of northern-bred stock last fall. These southwesterners were late lambs that required considerable time to attain decent condition, otherwise their market appearance would have been much earlier. Originally they were not the best kind. The late season run of woolled lambs dressed poorly, many of them yielding around or below 45 per cent, a few reaching 47 per cent. On the other hand, shorn lambs, many of them farm-fed, dressed high.

The first California lambs to reach

Chicago realized \$17.40; later \$17.75 was paid. They were the best that ever came from the Pacific coast, weighing 73 to 75 pounds off the cars at Chicago. The big deal in California springers was pulled off this year by the Western Meat Company of San Francisco. The coup, for such it was, is credited to that concern's contracting a large share of the crop at \$12@12.50, resulting in a clean-up variously estimated, but approximated at half-a-million dollars. The purchase showed margins of \$5 to \$5.50 per hundredweight, based on Chicago values, or approximately \$3 per hundredweight. Some California lambs weighed 86 to 90 pounds, indicating what that breeding ground can do in this sphere of production under such favorable physical conditions as existed this year. A large share of the crop went from San Francisco to the Atlantic seaboard dressed, at high express charges, but market conditions were such as to render the operation highly remunerative. This practice, which had its inception in the emergency created by the recent foot-and-mouth disease outbreak on the coast, is economic in one sense as it avoids considerable shrink. Owing to the eccentricity of California's much-advertised climate, it is not a dependable seasonal supply. This year there were few feeding lambs on the California run in striking contrast to last season when Omaha feeders secured a large percentage.

Shippers bought few lambs west of Buffalo during April, the clean-up of Michigan, Indiana and Ohio feed lots keeping the eastern market well supplied. Little shearing was done at the big feed lots around Chicago, which were poorly tenanted all through the period. Most of the farm-fed lambs were shorn.

The break in fat sheep late in the month was heralded by a high-rolling market previously on which handyweight lives made \$11.60 at the crest. The crash was precipitated by a run of Texas sheep and warm weather, top ewes sinking without ceremony to \$9.50. The early run of Texas sheep realized \$9@9.50 at Fort Worth and they were none too good; later

\$9 was the common price.

Feeding lamb supply dwindled although demand from shearers was always healthy. At intervals the market was on a nominal basis. A few breeding ewes were available, indications pointing to a broad demand for western yearling ewes from the corn belt and eastern territory all summer.

At the end of April the trade was apparently on a healthy basis, with no excess supply on the horizon. The first consignment of Arizona lambs at Chicago made \$18. They were good, only 75 being thrown out of five double decks. At the inception of May Colorado feed lots were close to the depletion stage and the southern run of lambs from Kentucky, Tennessee and Missouri had been delayed ten to fifteen days by high water. The market should absorb the entire crop from that area at high prices. Despite a series of profitable years the Middle South does not increase lamb production although quality is improving. For several years Missouri has been advertised as getting into sheep on an extensive scale, but has never delivered the goods. Trade scouts returning from that area report even fewer lambs than last year. The usual announcement of material increase in the crop of native lambs is made, but does not get credence as the ewes necessary to produce a large lamb crop are not on the job.

Dressed trade has been healthy both at Chicago and the Atlantic seaboard. Early in April California springer carcasses realized \$33@36 in Chicago; at New York the market was \$35@36 on springers; heavy carcasses selling at \$32. Carcasses of old-crop lambs realized \$28@33 in the East, with extreme heavies at \$27. In Chicago it was a \$29@33 market on old-crop goods. Fat ewe carcasses sold at \$21@24 at the high point; wethers at \$20@22. Later in the month ewe carcasses broke to \$15@17, following the decline in fat ewes.

An undertone of optimism pervades the whole trade. The short April run, with resultant high prices, has undoubtedly

restricted consumption to some extent, but at slightly lower prices the slack will be taken up. The only uncertain factor is the size of the new native lamb crop, which has potential price-breaking capacity, but will probably do little damage except at intervals.

J. E. Poole.

OMAHA

Conditions surrounding the lamb trade favored the selling element during most of April and fed lambs scored further substantial advances, closing sales of woolled lambs reflecting upturns of 50@75 cents for the month, with shorn kinds up \$1.00@1.25. Final sales of spring lambs, however, were in practically the same notches as a month ago.

This continued advance was largely the result of curtailed receipts and a healthy demand for animals on the hoof coincident with good outlet for dressed lamb in the East. With exception of the period from April 18th to the 25th, eastern dressed markets furnished good support. The break at that time resulted in sharply lower trends in the local trade but most of this loss was recovered toward the close.

The local supply of 163,548 head was just a little short of April a year ago and the smallest run for any corresponding month since 1922. By far the biggest majority of the lambs came from Nebraska feed lots, although Colorado was well represented, furnishing about 35,000 head. The run of California springers failed to develop expected proportions as recent storms delayed shipments from that section and such lambs made up less than 10 per cent of arrivals.

Closing sales of fed woolled lambs were at \$16@16.50, against \$15.50@15.75 at the end of March, while most lambs sold during the month brought \$15.50@16.25. At the high time packers went to \$15.50, with shippers paying up to \$16.65, while, as this is written, a new high mark of \$16.75 was reached.

Supplies of woolled lambs began to show a seasonal falling off toward the end of the month, resulting in a greater interest in clipped lambs and sales of the latter jumped from \$13.75@14.25 at the beginning of April to \$15.00@15.25 on

the close, with the season's peak of \$15.65 paid for good handy-weight kinds today (May 3).

Spring lambs in load lots established a new top of \$18.25 just prior to Easter, while a few choice natives made \$18.50 at that time. Closing top on choice 75-pound Californias, however, was \$18.00, or the same as a month ago.

Rising killer values had a buoyant effect on the trade in shearing lambs, which showed an advance of around 50 cents for the month. Demand was brisk and total shipments of lambs back to country for the period were 20,465 head, or the largest for April since 1923. Prices paid indicate that buyers are still optimistic over the late fed lamb market, most shearing stock bringing \$15@15.75, with sales noted up to \$16.25 within the last two days. This optimism seems to be well founded and there is nothing on the horizon at present that would point toward any severe break in the market during the next few weeks, or until range lambs begin coming in sufficient numbers to satisfy the existing demand.

As usual at this time of the year, trade in feeders didn't amount to much. Odd bunches of out lambs from the fed west-erns brought as high as \$15.00, while a few thin Californias changed hands at \$13.50@14.00.

Aged sheep came in for a severe drubbing and present values are the lowest in several months. Under a break of around \$2.50, with some cases off more, good woolled ewes were being bought at \$7.50 on the close of April, against \$10.00 a month ago, with other grades selling in proportion. Trade in feeder and breeding ewes was quiet, with values tending lower along with the slump in prices for fat stock.

K. H. Kittoe.

KANSAS CITY

Lamb prices closed the month 50 cents above the March close, and sheep, principally shorn grades, made a net gain of 50 to 75 cents. However, there was considerable change in quality and condition of the offerings during the month due to the advancing season. At the outset fed lambs and sheep in full fleece were offered freely. On the close prac-

tically nothing in the fed classes was offered in the woolled classes, and the shorn grades filled in the demand for the weighty lambs and mature muttons.

Winter-fed lambs have been cleaned up so closely that the remaining supply will be no material factor. In the last week of April fewer than 20,000 winter-fed lambs remained in western Nebraska, northern Colorado and the Arkansas Valley of Colorado. These will be moved in the next few days. Practically all of them have been shorn. April's closing quotations on shorn lambs were \$15 to \$15.50. Fed lambs in fleece sold up to \$16.25 early in the month, broke moderately and then regained the loss with the last offerings getting \$16 to \$16.25 prices. March and April prices were favorable for handlers of winter-fed lambs, and the good money went principally to feeders west of the Missouri River.

New-crop lambs began to show on the market in the first week of April. There was an urgent demand for them until a few days before Easter, at rising prices. Following Easter Sunday there was a sharp break that lasted through the third week when a second rally got under way in time to carry quotations back to the high pre-Easter level. The extreme top, \$18.25, was paid the first week in the month, and on the close choice springs were quoted at \$17.50 to \$18; good, \$16.50 to \$17.50, and plain and cull classes, \$12 to \$15. Thus far there has been less culling and sorting than in former years as offerings are of fairly uniform quality and condition.

Most of the spring lambs shown here, outside of natives, were from Arizona. They sold mostly at \$16 to \$17.50 with weights ranging from 60 to 85 pounds. More than 75 per cent of the Arizona lambs have been marketed and the remainder of the supply will be scattered over a period of several weeks.

Only a few decks of California spring lambs were shown during the month, and none after the middle of the month. May will see a material increase in the eastern movement of these western lambs and when the run gets heavy, shippers will do well to remember that if they do not distribute consignments among the various markets, killers will have the upper

hand in the price making and probably bring a lower price level than if the producer does his own distributing. It is also probable that the May prices for spring lambs will rule under the April level. Late May will see the run of Kentucky, Tennessee and Virginia lambs to Chicago, Buffalo and Jersey City, and when this movement gets under way the down East demand will have ample supplies to draw from.

Offerings of fat sheep during the month were principally shorn ewes and wethers. About the middle of the month prices were off sharply, but in a closing rally quotations touched the high point again. On the close shorn Texas wethers brought \$9.50 to \$10.25 and shorn ewes \$8 to \$8.50. These were in the aged classes. Nothing in the yearling class was offered in the past two weeks. Texas will have a fairly liberal supply of grass fat muttoms in May and June but will market comparatively few lambs.

Trade in feeding sheep and lambs was limited by the small supply offered, mostly to cut backs and sort outs from fat lots. Transactions on the range and large producing areas, where there is said to have been considerable contracting for fall delivery, hold more interest for feeder buyers than central markets at the present time.

Receipts in April were 125,516 compared with 128,619 a year ago. The entire decrease was in the western fed grades. In the four months receipts were 443,627 or 48,730 less than in the first four months of 1926.

C. M. Pipkin.

ST. JOSEPH

Sheep receipts for April were around 145,119 compared with 115,310 the same month a year ago. This month's total was the largest for the month of April at this point. Of the month's supply Colorado furnished 82,551. The lamb market was in good tone throughout the month. The low top was \$15.25, but on the close best sold at \$16.25, which was 50 cents higher than a month ago. Clips sold at \$15.25 on the close against \$14.25 a month ago. Spring lambs have been slow to come, the first Arizonas selling early in the month at \$18.50. On late

days natives sold at \$17.00@17.50. Shearing and feeding lambs sold up to \$15.50 on the close. Aged stock held up well until the last ten days when prices broke around \$1.50. Best woolled ewes on the close sold at \$8.50; clips \$7.25@7.50; woolled wethers \$11.50 and yearlings \$13.00.

H. H. Madden.

DENVER

Lamb feeders who held their feed-lot supplies for the late spring market saw their holdings grow steadily in value during the month of April. Likewise the grower for range lambs occupies a strategic position as a result of the trend of prices on the markets during the month. The market at Denver made marked advances during the month and new top prices were frequently registered on fat lambs.

On the closing day of April \$16.25 was paid for several loads and in the first days of May a new season peak was registered at \$16.55 freight paid. California spring lambs sold on May 2 at \$17.75 flat. Both of these prices stand as the highest paid on the Denver market for more than a year.

Lamb supply in feed lots tributary to Denver is reported to be almost at the vanishing point, and very limited receipts from this quarter are expected on this market from now on. California spring lambs are already moving and supplies from this source are expected to be very good during the next few weeks. The reception of the few shipments already received here indicates that these California lambs will be popular at Denver this year. Following the California supply liberal shipments are expected from Oregon, Nevada, Idaho and other sections of the Northwest.

Receipts of sheep and lambs totaled 127,061 head in Denver during April as compared to 157,733 head in April last year. The shortage was due to the smaller number of lambs fed this season in northern Colorado. The larger percentage of the northern Colorado feed lot supply was market at Denver this season.

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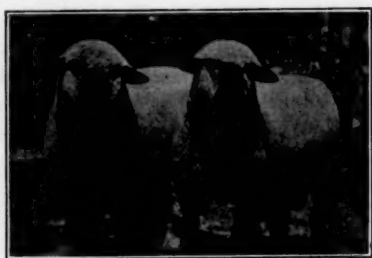
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WEST TEXAS

The lack of hot weather for some time prior to the first of May is causing the sheep is to shear about a pound less than was expected, and the wool is very light and should have a very light shrinkage. Ranchmen have said that the wool is the best in ten years, being very bright and of good staple. Shearing is costing from ten to twelve cents according to the kind of combs used. The Sheep and Goat Raisers Association had a conference with the shearers last year and as a result difficulties with shearers will not be numerous this year, it is thought. Wool production will not exceed 27,000,000 pounds, it is estimated, and of that amount 7,500,000 pounds were contracted by May 1. Shearing began in earnest the first of May.

The lamb crop was about 85 per cent over the state, but there were few twins for some reason or other. Many say this is because the stuff got so fat on the good range of the winter. The percentage of the crop is under that of last year. About 200,000 lambs had been contracted by May 1, with prices as follows: 10 cents for mutton, 10½ cents for mixed and 11 cents for ewe lambs. Last year about 75 per cent of the ewe lambs were held back while the old ewes were sold off. The process threatens to be repeated this year.

There have been a number of sales of old ewes already with prices of \$2.50 to \$3.50 for broken and spread mouths and \$5 to \$6 for solid mouths. Yearling ewes are bringing \$9 out of the wool. Pulp feeders are buying the old ewes. There has been a pretty heavy movement of muttons to the market lately, and prices have been good. Most of them have gone shorn.

Sam Ashburn.

DAIRY GOAT BREEDERS TO RAISE ADVERTISING FUND

A \$25,000 corporation whose prime motive is to advertise the dairy goat and her products was organized at a meeting held

in the Chamber of Commerce Rooms, Lincoln, Nebraska, on February 5, 1927. A representative group of milk goat breeders from several parts of the country were present and a temporary organization perfected to secure articles of incorporation and lay the foundation for the association and to function until the regular meeting, to be held the second Tuesday in July. Until the elected board of directors is able to assemble P. E. Clement, University Place, Nebraska, was elected temporary secretary.

This new organization, under the name of the International Dairy Goat Record Association, is composed of 5,000 shareholders. The stock is non-assessable, with a par value of \$5.00 a share, one share allowing full membership in the corporation. The functions of a recording society will be carried out as an adjunct to the other operations of the corporation, and all available money will be used in dairy goat propaganda.

—The Milk Goat Journal.

ARIZONA WOOL SELLING

The wool market this year so far as the sales of Arizona wools were concerned was rather wobbly at the knees. While there was a plethora of buyers on hand but little actual trading was done. About the only thing the buyers spent was their time. Most of the wool this year was shipped on consignment. The top price received locally is said to have been 37 cents per pound. A few other sales were made for less money.

As the seasons roll by the need of better marketing methods for wool become more apparent. All over the West today sheepmen are selling wool just like grandfather sold it fifty years ago. If there is such a thing as progress the time is certainly at hand for the establishment of some orderly method of selling wool. If it is to be by the way of cooperation lets get busy and co-operate. The buyers seem to have done it a long time ago.

Bert Hackett.

CONTRACTING FEEDER LAMBS

Not a squeak has been emitted so far this season by the corn-belt feeder concerning his purchasing intentions. Washington statisticians, endowed with a faculty of forecasting such intentions, may be able to tell what the aforesaid feeder is thinking about, but perusal of commission house correspondence reveals nothing on the subject. One Indiana feeder, interrogated on the subject, replied: "Last year Colorado intimated that corn-belt feeders could have the whole crop; my personal attitude is that Colorado may take the entire package this season if opening prices are to prevail."

My own opinion is that 75 per cent of the corn-belters who acquired a package of thin western lambs to feed out last year will repeat. There may be a sufficient number of new men in the game or old-timers who did not get in last fall, having a hunch that trouble was in store, to bring requirements up to 1926 volume, but if such handwriting on the wall as is legible means anything, the majority will make their purchases on the market.

Western jobbers are to blame for this attitude; to be more explicit, certain western jobbers who instituted a top-and-bottom game last year have brought buying lambs on the range into disrepute. Even where the letter of contracts was observed, the spirit was violated. Shrinks were enormous, and quality below expectancy in many cases. Feeders expecting thin lambs were forced to take weight and fat, the result being that they were unable to get anything resembling maximum gains, which is imperative at present prices. An audible protest against mortality cannot be ignored. Many corn-belt feeders lost so many lambs that loss was inevitable regardless of the market the finished product sold in. Each succeeding year feeders run into an increasing percentage of mortality until the limit is in sight.

"Lamb trade with the West is run on a loose basis," complained a feeder. "You give an order, which is supposed to be a contract, but never know until delivery what you are to get, or in fact if you are to get anything. Men are in the business who never grew a lamb. They sell them short and if the market goes up meanwhile the feeder gets none. When

he does get lambs they are deficient in quality or excessive in weight. The law courts are open it's true, but we can get nothing by that route."

The upshot is that feeders are concentrating their attention on the market where they at least know what they are getting when they get it; also whether they are going to get anything or not. This may result in a buying rush late in the season and a dull spell meanwhile; but in any event a large number of lambs will be required by Iowa, Illinois, Wisconsin, Indiana and Ohio feeders. The fact that last year's purchase ran into bad weather, making normal gains impossible, will prompt many to try their luck again. Human nature is proverbially persistent and when a purse is in sight is not easily deterred from entering the race. Also the fascination of any game lies in the uncertainty of the draw. Despite blathering by professional agrarians, the corn belt is well fixed in a financial sense to buy anything it wants from feeders to Fords and Ford is not getting much of its money these days as it has gone to more expensive cars.

Meanwhile the buying furore in the West has subsided. Colorado, having secured about half the lambs it will need for next winter's feeding, is sitting secure. A year ago it was the corn-belt feeder who was taking time by the forelock. What has animated Colorado this season is open to speculation. For one thing the high market during the period when the bulk of a normal supply of Colorados would have been marketed is responsible. Another reason is that hay is abundant in Colorado, the new crop prospect is excellent and with ample irrigating water the new beet crop will furnish feed, rendering a supply of lambs imperative. In this respect the condition of the Colorado feeder is much the same as the corn-belter; he has lashings of roughage and other feed that can be converted into marketable commodities only by the agency of cattle or sheep. His position materially strengthens that of the breeder. Western feeders who went through the winter with untenanted feed lots are in a frame of mind not to let it happen again.

Psychologically the corn-belter is in much the same attitude as was the Colorado man a year ago, when he insisted

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that eight cents was his limit on lambs. It will be noted that contracting did not get well under way in the West until fat lamb values began soaring, whereupon Sam Webster, an astute Colorado trader, also psychologist, jumped into the arena, contracting lambs by the thousand, started a market, and in the fulfillment of his idea, made a veritable clean-up. Unless the unexpected and unforeseen happens, Colorado will have as many lambs on feed by the time it goes into winter quarters next fall as in 1925, which may mean repetition of what happened in March and April, 1926, or it may not. The law of periodicity or recurrence is always operative. And at this juncture it may be wise to recognise the fact that had Colorado put in an additional 200,000 lambs last fall, the market story written recently would have been radically different. In that event Colorado would have begun topping out in January, coming in contact with the corn belt, and insuring even lower prices than were scored last year. As it happened Colorado was light, the corn belt had an opportunity to clear its decks early, and when the short Colorado crop finally reached the market a warm reception was assured. Had Colorado feed lots begun disgorgeing at the normal period earlier in February, last year's debacle would have been repeated.

Furores have their logical sequence in dull spells. The trade is now waiting to get its second wind. In all probability the value of the residue of the crop will be determined by prices of new-crop fat lambs when they reach the market, and if what has happened recently is a criterion, there will be no cheap lambs. Severe April storms were doubtless responsible for considerable loss, both in lambs and ewes in Wyoming and Montana. Many bands had left winter quarters and could not be succored. Such loss reports are always to be taken with the proverbial grain of salt, especially when they run up to 50 per cent, but in some localities a 25 per cent loss undoubtedly occurred. In any event there will be no more lambs to load in the West than last year, probably not so many, and a probable increase in supply of natives means nothing with respect to winter production. A

hue and cry has been raised concerning overproduction based on present prices, but such alarms are rarely well founded. The strategic position of the western breeder is gratifyingly sound.

J. E. Poole.

**STATEMENT OF THE OWNERSHIP,
MANAGEMENT, CIRCULATION,
ETC., REQUIRED BY THE ACT
OF CONGRESS OF AUGUST
24, 1912,**

Of National Wool Grower, published monthly at Salt Lake City, Utah for April 1, 1927, State of Utah, County of Salt Lake, ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared F. R. Marshall, who, having been duly sworn according to law, deposes and says that he is the editor of the National Wool Grower and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the data shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, National Wool Growers Assn. Company, 303 McCormick Bldg., Salt Lake, Editor, F. R. Marshall, 303 McCormick Bldg., Salt Lake, Managing Editor, None, Business Manager, F. R. Marshall.

2. That the owner is: National Wool Wool Growers Association, an unincorporated body, of Salt Lake City, Utah, (F. J. Hagenbarth, president, and F. R. Marshall, secretary), and thirteen state wool growers associations, all unincorporated.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stock holder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

(signed) F. R. Marshall.

Sworn to and subscribed before me this 31st day of March 1927.

C. W. Collins.

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